Trade and Industry

29 October 1976 35p

China: where patience is a commercial virtue

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Trade and Industry

29 October 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

At the start of a new five-year plan and with new faces at the top in the People's Republic of China, we survey recent developments and the prospects for British exporters. The photo shows a woman driller in a gas field in Szechuan Province.

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Home news

Motor industry must meet foreign import challenge

In the next few years the British commercial vehicle industry will face increasingly strong competition from foreign manufacturers. It must be ready to meet this challenge, perhaps the biggest in its history, and not simply be content to rest upon past laurels.

This was stated this week by Leslie Huckfield, Parliamentary Under Secretary for State, Department of Industry to the Road Haulage Association at Eastbourne.

Mr Huckfield said he believed the industry needed to improve its distribution capability, particularly in Western Europe. He recalled that a key part of the Ryder Committee recommendations for British Leyland was a five-fold increase in their penetration of the Western European market.

'But we have many strong plus points in the export field', he said. 'Our overall success in the Middle East and Nigeria for instance is shown by the fact that between 1974 and 1975 the number of commercial vehicles we exported to Iran almost doubled and to Nigeria roughly tripled.'

Mr Huckfield said he also believed that the government had made an important contribution in getting the background right. 'We have stated time and time again the importance of shifting resources into manufacturing industry – and we mean to carry it out. Using the National Enterprise Board, our various industry schemes and the full range of policies we now have at our disposal under the Industry Act, we believe that to solve our economic problems we must give the utmost policy to strengthening our industrial base.

'We cannot have the schools, the hospitals and all of the public expenditure Britain needs unless we have the industrial and manufacturing base to give the economic growth to support it.'

Mr Huckfield emphasised that close relationships with the trade unions as symbolised by the Social Contract provided a foundation for this industrial recovery.

'It is certainly the envy of many other countries. Already we have halved our annual rate of inflation – and we want to succeed in bringing it down in line with our major international competitors. And though our currency has fallen in exchange values, I believe that this can give British manufacturers a new opportunity in world markets.

'Above all, the Social Contract has brought big dividends in better industrial relations. In the first six months of this year, we had the smallest number of disputes since 1953. In the actual number of days lost, we were 60 per cent down on last year, which was in itself the best since 1967. The commercial vehicle industry was better than all of this.'

£1½ million factory development scheme

Work has started on the second phase of a factory development for the Department of Industry on the Tofts Farm Industrial Estate, Hartlepool, Cleveland. Another five advance factories are being built, two of these are of about 2,100m² (23,000 sq ft) each, two are of 1,350m² (15,000 sq ft) each and the other is a block of four terrace units totalling 1,000m² (11,000 sq ft).

With the generous expansion space provided with each factory, total employment in the new development should ultimately exceed 1,000 people. Contracts worth near £700,000 have been awarded to George Wimpey and Co Ltd of Middlesbrough. Architects for the project are Blackbell and Rooker of Sunderland and the quantity surveyors are Davis Belfield and Everest of Gateshead. The premises should be ready for occupation next July.

Five factories are already being built by George Wimpey and Co Ltd as the first phase of development under a contract worth over £760,000.

Sir Horace Heyman, chairman of English Industrial Estates Corporation, commented, 'The first phase of this development was highlighted by the visit to Hartlepool on 16 July 1976 of the Prime Minister to mark the building of the 1,000th government-financed factory in England. Following this ceremony a further five factories were authorised for the Tofts Farm Estate early in August, and I am delighted that work has already started on this second phase, within two months of its first announcement.'

Inquiries regarding purchase or lease to: Regional Director, Department of Industry, Northern Region, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (tel. Newcastle (0632) 27575).

Eric Varley's new PPS

Eric Varley, Secretary of State for Industry, has appointed George M. Park, member of parliament for Coventry, North East, as his new parliamentary private secretary.

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Official visit of M Lamine Fadika

At the invitation of the government of the United Kingdom, M Lamine Fadika, Minister of Marine Affairs of the Ivory Coast, accompanied by an important delegation, visited London and Liverpool from 18 to 22 October 1976.

During his visit Minister Fadika had discussions with Stanley Clinton Davis, Parliamentary Under Secretary of State for Companies, Aviation and Shipping, Department of Trade. In addition Minister Fadika and his delegation had a discussion at a working meeting at the Department of Trade with officials responsible for shipping, shipbuilding and overseas development aid; discussions were also held with the Timber Trade Federation, the Shipbuilders and Repairers National Association and the International Chamber of Shipping.

The two delegations, in the spirit of mutual understanding, put forward the point of view of their respective governments on international shipping relations in general, and between their two countries in particular. As a consequence of their discussions the two delegations reached an agreement on the necessity to set up a suitable framework for co-operation in shipping based on the principle of mutual interest fully reciprocated.

The Minister of Marine Affairs of the Ivory Coast expressed, on behalf of his government, his satisfaction and his deep gratitude to the government of the United Kingdom and to the British people for the very warm welcome which they had accorded to him, to his wife and to the delegation which had accompanied him.

Scottish offshore coal find

Drilling operations in the Firth of Forth have revealed the existence of 50 million tons of coal in an area of about four square miles off Musselburgh. NCB chairman Sir Derek Ezra told mining trade unions in Scotland on 25 October. The board had decided to employ consultants working with area staff on design and costing studies necessary for evaluating and planning the working of the coal.

'At the same time as the studies are going on,' Sir Derek said, 'the NCB Scottish Area have been authorised to seek planning permission in principle for the development of the find, including the possibility of sinking a new shaft at Musselburgh.

'Our Scottish Area have also been authorised to advance the planning of a new shaft at Castlehill Colliery. This will involve the use of consultants to work with the board's staff to prepare a scheme for submission to the National Board'.

The final decisions – whether to go for full planning permission for these new developments – would depend on a number of factors, Sir Derek told the unions: the overall demand for energy when the economy emerged from the present recession; the level of coal burn envisaged by the South of Scotland Electricity Board in the early 1980s; and the coal industry's ability to produce power station fuel at competitive prices.

The proved coal lies in an area extending about two miles north of Musselburgh into the Firth of Forth, in a band about two miles wide. There are seven seams, ranging in depth from about 450 yds to 850 yds. Seam thicknesses are from about 3 ft 6 in up to about 10 ft. Information about coal measures was obtained from five offshore boreholes. The shaft on the foreshore would have to be sunk to a depth of 500 yds.

Industry Act assistance: interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 are increased with effect from 25 October.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 13½ per cent to 14 per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (Category A) is increased from 10½ per cent to 11 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (Category B) is increased from 13½ per cent to 14 per cent.

New £10,000 Lotus Elite 504 automatic pictured before being installed in the Design Centre, London, where it will be displayed until 6 November. Lotus exports about 60 per cent of its production, and the Elite is eminently suitable for the fast autoroutes of the continent, being capable of speeds over 120 mph. Its 2-litre, twin overhead cam engine together with the aerodynamic body gives this high performance car a favourable fuel consumption compared with similar vehicles. The Lotus Elite is the first car to be accepted by the centre's new Car Assessment Committee. See also the Home Exhibitions section for a report of the Motor Show (page 276) and a 'Made in Sheffield' display at the Design Centre (page 279).

Monsanto makes 'a major commitment' at Teesside

The Monsanto Company's Seal Sands site in Teesside was described by John Hanley, chairman and president of the company at a recent dinner in London attended by government officials, members of the financial community and industry.

'While there have been many expressions of confidence in the UK economy, the acid test is in the investment of capital funds,' said Mr Hanley. 'In this respect, Monsanto has made a major commitment at Teesside for the present and for the future. Our Seal Sands plant, representing an investment of more than £150 million, is the largest single investment ever undertaken by Monsanto in its 75-year history.

'More than 2,000 construction workers will be employed between now and 1978 on the building of the plant. Regular plant employment is expected to grow fivefold – from today's 150 workers to about 750 when the plant is completed.

'Monsanto believes the safety, health and welfare of its employees throughout the world to be a primary responsibility of the company. In addition to their well-being, we will strive to provide our employees at Teesside with the maximum opportunity for their growth and development within Monsanto.

'The Seal Sands plant obviously represents far more to the economy than a place of employment for 750 workers. Feedstocks for the plant will be derived from North Sea oil, so that value will be added to indigenous raw materials.

'From Seal Sands will come acrylonitrile nylon intermediates, both for export and for further upgrading within the UK. Monsanto is the world's largest producer and consumer of acrylonitrile, which is used in the production of our Acrilan acrylic fibre, nylon fibre and two of our major plastics. The plant brings to the UK the best technology available for this chemical process.

'Our expansion at Seal Sands is a clear example of our confidence in the UK. I should add that we are continuing to spend smaller but significant sums at other plant locations in the UK. Each of these investments is based on our belief in the mutually beneficial relationships between multinational corporations and host countries. Our investments reflect Monsanto's confidence in our ability to earn a reasonable profit on our investment here.

'For more than two-thirds of the company's life, Monsanto has had a direct interest in the UK marketplace. We look with admiration – as well as with confident self-interest – toward the efforts and aspirations of the British people. We are proud of the role we play through our UK operations, and we are proud of the British members of our employee family.'

Freightliners' £1m development at Coatbridge doubles handling capacity

To mark the completion of a £1 million investment at Freightliners' Coatbridge (Scotland) terminal, which will more than double its handling capacity, a special container train of Scottish exports left the terminal on 22 October. The train was sent on its way by Bruce Millan, Secretary of State for Scotland, in the presence of Sir Daniel Pettit, chairman of the National Freight Corporation, and Cyril Bleasdale, Freightliners' managing director. Freightliner expects to handle more than 60,000 containers through Coatbridge this year; the total staffing at Coatbridge has been progressively built up to 90 people.

Government assistance for Wolverhampton Industrial Engines Ltd

Assistance under the Industry Act 1972 has been offered by the government to a new company, Wolverhampton Industrial Engines Ltd, towards the cost of acquiring the industrial engines side of Norton Villiers Ltd.

Announcing this offer in a written answer to a parliamentary question from Gwilyn Roberts (Cannock), Alan Williams, Minister of State for Industry said:

'The government has offered up to £200,000 of assistance on a once-and-for-all basis under section 8 of the Industry Act 1972 to a new company, Wolverhampton Industrial Engines Ltd, as a contribution to the cost of acquiring from the liquidator to Norton Villiers Ltd the business of manufacturing Villiers industrial petrol engines and such parts of the Wolverhampton factory and its plant and machinery as are necessary and of continuing the manufacture there and sale of Villiers engines.

'Assistance has been offered in the form of a loan of up to £195,000 and a subscription of £5,000 for non-voting shares in the company. The loan, which will be unsecured, will be at the broadly commercial interest rate of 13½ per cent per annum, and will be repaid between 31 December 1981 and 31 December 1984. The first two years of the loan will be interest-free. The government assistance will be matched by an equal contribution, in the form of equity subscription, from private sources including a leading City institution. The company will also obtain necessary overdraft facilities on normal banking terms.

'The government's offer is conditional on the provision of satisfactory evidence that the finance required, other than the government contribution, has been obtained; that arrangements have been reached with the liquidator to Norton Villiers Ltd for the purchase of the appropriate assets; that a chairman and board of directors has been appointed; that an agreement has been concluded between management and employees on the conduct of industrial relations in the company; and that the company will be free to carry on business without impediment from any other company.

'The new company is expected to employ about 100 at the start rising to about 200 in due course.

'With this assistance Villiers petrol engines, the only such engines made in this country for the general industrial market, would continue to be made here, benefiting the balance of payments and providing employment at Wolverhampton.

'The responsibility for the former motor cycle business of Norton Villiers Ltd remains with the liquidator to that company.'

Firm aims to revive Swansea china

A Welsh Development Agency factory at Bridgend has been allocated to a firm which hopes to revive the old designs of Swansea China, last produced in 1820.

Crown West Porcelain Ltd is a new company which aims to reproduce the translucent handpainted floral designs of traditional Swansea ware onto porcelain lamp-stands.

The company began production at the 279m² factory on the Bridgend Industrial Estate on 18 October, initially producing plain lamp bases. Twelve people will be employed at the factory at first, building up to 15 after the first year.

Crown West Porcelain Ltd was founded by three men from Bargoed, brothers Brian and Melvyn Morrissey and Andrew Jenkins. The firm hopes to train people from the Bridgend area to paint the Swansea patterns on the china, and expects to export about 40 per cent of its products, mainly to the United States, Canada and Japan.

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in association with the Scottish Economic Planning Department and the Welsh Office.

ENCIRCLE TI 235 ON PAGE 335 FOR FURTHER INFORMATION

Minimum prices for North Atlantic advance booking charters

The Civil Aviation Authority has decided to continue to regulate minimum charter prices on the North Atlantic, at least until the end of October 1977. The authority says that, after careful and thorough examination, and consultations with airlines and charter organisers, it has concluded that in view of the many uncertainties surrounding the North Atlantic charter market in 1977 an element of price control should be maintained.

The minimum prices proposed by the CAA (from 1 April 1977) represent broadly an 8 per cent increase over those obtaining in 1976. This increase, which is below the current level of inflation, is intended to establish a price floor which need not automatically become the market rate; airlines and air travel organisers are of course at liberty to charge above these rates according to their own commercial judgment.

If the authority decides to continue price control beyond October 1977, it will use a different system to determine what those prices should be. Under this it will ask the airlines for formal cost-justified proposals for the new minimum prices and base its decision on the lowest levels which are judged to offer an economic return to efficient operators.

Fares will be calculated on a seasonal basis. The seasons are:

UK to US/Canada	
Shoulder	1 April-30 June
Peak	1 July-31 August
Shoulder/Peak	1 September-30 September
Shoulder	1 October-31 October

US/Canada to UK	
Low	1 April-31 May
Shoulder	1 June-13 July
Peak	14 July-10 September
Shoulder/Peak	11 September-8 October
Shoulder	9 October-31 October

Examples of the proposed new minimum advance booking charter prices for London-New York round trips are:

Out and back in shoulder period	£126
Out and back in the peak period	£162
Out and back in the shoulder/peak period	£134

For travel out in one season and back in another the round trip fare is calculated by taking the total of the two relevant round trip fares and then halving it. For example, for a round trip journey involving travel out in June and returning in August the fare would be calculated as follows:

UK-New York in June –	
Shoulder return fare	£126
New York-UK in August –	
Peak return fare	£162
	288 ÷ 2 = £144 return

For a round-trip journey starting from the UK during the shoulder period (1 April-30 June) and returning from New York during the low season (before 1 June) the proposed return minimum ABC fare would be £122.

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
30 September 1976		
1,149,228	Laboratoires Toraude	Methylmercaptobutyric acid derivative and preparation thereof
1,158,410	Laboratoires Toraude	Aminoalkyl ethers of *p*-aminophenol and preparation thereof
1,186,918	Laboratoires Toraude	Oxadiazole derivatives and process for their preparation
1,348,643	EMI Ltd	Improvements in or relating to loudspeakers
1,363,655	EMI Ltd	Improvements in or relating to radiation detectors
1,373,662	EMI Ltd	Improvements in or relating to non-return valves
1,373,025	United States Energy Research and Development Administration	Electrical surge diverting connector
1,386,988	United States Energy Research and Development Administration	Method of mounting a fuel pellet in a laser-excited fusion reactor
1,346,839	Vendops Ltd	Hot water supply apparatus
1,364,878	Vendops Ltd	A hot beverage making machine
1,437,688	Ibis-Booth Ltd	Improvements in electrically heated irons for industrial use
1,361,097	Alan Stamford Rowley	Improvements in water closets and bidets
972,461	W. J. Harris (Birmingham) Ltd	Improvements in drawing compasses
1,428,960	Automatic Pressings Ltd	Improvements relating to restrictor stays primarily for pivoted window structures
1,302,089	Societe de Transports de Vehecules Automobiles	Improvements in or relating to railway or tramway trucks
1,354,188	Ian Desmond Davies	Metronome
1,374,676	Saseb AG	Locks for motor vehicle doors
1,424,032	Rohm and Haas Company	Removal of ferrocyanide and/or cyanide ions from aqueous solution
1,431,706	Siddall and Hilton Ltd	Improvements in or relating to hospital beds

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Aberdeen Airport gets radar

To meet the needs of the North Sea oil and gas exploration industry and the phenomenal growth of air traffic at Aberdeen (Dyce) Airport the Civil Aviation Authority has equipped the airport with primary radar to enable the National Air Traffic Services, who provide the air traffic control facilities, to expedite the handling of fixed wing and helicopter movements while ensuring the continued safety of operations. Photograph gives a general view of the aerial site showing the circular aerial compound and the specially 'sculptured' hill top to give extended range towards Perth.

Mr Dell announces improved supervision for securities market. . .

Four measures to improve supervision of the securities market, including a new joint review body with the Bank of England, were announced in parliament on 21 October by Edmund Dell, Secretary of State for Trade.

Answering a parliamentary question from Ioan Evans (Aberdare), Mr Dell said:

'In June 1974, my predecessor announced in the House that my department would carry out a review of present arrangements for supervision of the securities market.

'This review has shown that early action is needed in certain areas. The recent decision to appoint a committee of inquiry to review the functioning of financial institutions, which will among other things examine arrangements for the supervision of these institutions, does not remove the need to make a number of improvements in the existing system as quickly as possible.

'In the course of my department's review, we have consulted a wide range of representative bodies and I would like to take this opportunity to thank them for their co-operation in providing helpful analysis and comment.

'We have also studied the systems of supervision in other countries, particularly in North America; my hon friend, the Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, recently visited the United States and Canada to make a first-hand study of the supervision arrangements in those countries.

'The review has shown that our present combination of statutory and self-regulatory control, although perhaps a good deal more effective than its critics admit, could with advantage be improved in a number of respects.

'I have therefore decided that, without pre-empting the study to be undertaken by the committee of inquiry, a number of limited measures need to be taken to improve the supervision and functioning of the present system.

'In addition, I have had discussions with the accountancy profession, which has now decided to set up an independent committee to review its investigatory and disciplinary procedures.

'The measures are as follows:

1 A joint review body should be set up by my department and the Bank of England. This would keep the working of the present system under review and would bring to light any gaps in the statutory and non-statutory areas;

2 The Bank of England should develop its surveillance of the securities industry, with a view to improving the effectiveness of the existing self-regulatory machinery. This should also help to increase effectiveness of the new review body;

3 Legislation should be introduced as soon as opportunity permits to bring abuses such as insider trading within the scope of the law and to impose tighter restrictions on loans by companies to their directors;

4 Again as soon as opportunity permits, the Prevention of Fraud (Investments) Act should be amended in order to bring up to date my department's regulation of the statutory part of the securities system. This would include for example more effective and flexible powers to supervise licensed dealers in securities and, possibly, to provide for the licensing of investment advisers.

'Consistent with the need for detailed consultations with interested bodies on proposed changes in legislation we intend to press ahead with these measures as quickly as possible.'

Notes

Soon after taking office, the present government started a wide ranging review of company law. Announcing this to parliament on 10 June 1974, Peter Shore, then Secretary of State for Trade, said that the review would extend to the arrangements for supervision of the securities market, about which there had already been consultations with the Bank of England. Mr Shore said the review would take account of recent studies, including the Report on the Reform of Company Law published by the Labour Party.

Following this statement the department sent to a number of interested bodies a questionnaire seeking views on the effectiveness of supervision of the securities market and suggestions for improvements in the system.

Legislation on securities is contained primarily in the Companies Acts 1948 and 1967. The Prevention of Fraud (Investments) Act 1958 is largely a re-enactment of a 1939 Act of the same title, which in turn was based on the recommendations of the Anderson Committee on Fixed Trusts (1936) and the Bodkin Committee on Sharepushing, 1937.

The Companies No 2 Bill was introduced in the House of Lords in March 1976, as a measure intended to deal with a number of urgent matters, mainly of a technical nature.

During the bill's second reading committee stage in the House of Commons, two measures were written into it which concerned dealings in securities:

1 Powers to deal with warehousing; and
2 New requirements on the disclosure of interests in shares.

The bill completed its third reading and report stage in the Commons on 19 October.

The government announced on 7 October that it had decided to set up a committee, under the chairmanship of Sir Harold Wilson, to review the role and functioning, at home and abroad, of financial institutions in the United Kingdom and their value to the economy.

The terms of reference and membership of the joint Department of Trade and Bank of England review body have yet to be decided in consultation between the two bodies.

The Department of Trade will put its detailed proposals on amendments to the Prevention of Fraud (Investments) Act 1958 to the representative bodies, and take their comments into account in preparing legislation. Similar consultations will also be necessary on the proposed new legislation on insider dealing and loans to directors.

. . . and a committee to review insolvency law

Edmund Dell, Secretary of State for Trade, said in parliament on 25 October that he had decided to appoint a committee to review all aspects of the insolvency laws of England and Wales.

Answering a parliamentary question, he said: 'I have set up a committee under the chairmanship of K. R. Cork, FCA, FICM, to carry out a fundamental and exhaustive re-appraisal of all aspects of the insolvency laws of England and Wales with the following terms of reference:

to review the law and practice relating to insolvency, bankruptcy, liquidation and receiverships in England and Wales and to consider what reforms are necessary or desirable;

to examine the possibility of formulating a comprehensive insolvency system and the extent to which existing procedures might, with advantage, be harmonised and integrated;

to suggest possible less formal procedures as alternatives to bankruptcy and company winding-up proceedings in appropriate circumstances; and

to make recommendations.

'The committee will consist mainly of representatives of the legal, accounting and other professional bodies in England and Wales and the work is expected to take between two to three years.'

Northern Regional Office moves

The Northern Regional Office of the Department of Industry in Wellbar House, Newcastle upon Tyne, is to move to new premises over two consecutive weekends, beginning on 13 November 1976. The new address will be: Stanegate House, Groat Market, Newcastle upon Tyne, NE1 1YN. There will be a change of telephone number to Newcastle upon Tyne (0632) 24722 but the telex number 53178 will remain unchanged.

Sections responsible for the location of industry, including Department of Industry factories, and export promotion services on behalf of the British Overseas Trade Board will be established in the new premises from 15 November 1976. Other sections including those concerned with selective financial assistance to industry will be installed from 22 November 1976.

Price Commission's quarterly report: June to August

As matters stand at present, it is difficult to see any early or very substantial reduction in the rate of inflation, says the Price Commission in their report* to parliament for the period to 31 August 1976, published on 26 October.

The commission comment on the way that, after a big fall in the second half of the last year, the underlying rate of inflation has stuck since the beginning of this year at a 'thoroughly unsatisfactory level' of about 13 per cent per annum.

The outlook over the next few months, the commission say, is not encouraging. We still have to face for some months to come the burden of the fall in the value of the pound, nor have we yet seen the full effect of the rise in commodity prices which took place in the spring and summer. But against this the lower level of pay settlements and the rise in output should restrain the rise in both costs and prices.

During the second quarter of this year there was a further and significant improvement in profit margins of companies in the manufacture and service industries. Profits in distribution also show an improvement but this is small.

Highlights

The report shows that during the three months:

the commission modified, rejected or secured the withdrawal of 254 notifications of price increases from Category I and II companies, which reduced price increases by £138 million a year;

about £6.17 million was secured in the form of price reductions or the absorbing of costs by larger enterprises which had exceeded their reference levels;

the commission's regional staff secured 977 general price reductions from smaller firms which had exceeded their reference levels, saving the consumer about £22 million;

in addition, 158 individual price reductions were made following complaints from the public about particular prices;

in the case of distributors, gross profit margins were on average 2.2 percentage points below reference levels, saving the consumer about £700 million a year.

During the three months covered

the retail price index increased by 2.1 per cent bringing the increase for the 12 months to August 1976 to 13.8 per cent;

the wholesale price index rose by 4.0 per cent bringing the 12 month increase to 15.4 per cent;

the commission's own index, based on price notifications received, rose by 3.7 per cent bringing the 12 month increase up to 14.4 per cent.

The report comments that the rise of 3.7 per cent in the commission's index is a disturbing development. For a year the three month rate of increase of the index had been falling. This fall has now been interrupted. Price increases notified to the commission by the large Category I companies increased sharply both in numbers and amounts in the three months under review.

There was a round of oil price increases in the period due almost entirely to the fall in the value of sterling.

A feature of the report is a table comparing on a six monthly basis three price indices – the retail price index, the wholesale price index and the commission's own index.

In commenting on the way that this table demonstrates that the rate of inflation has remained around the 13 per cent level for some time, the commission say that although the main benefit of the first year of the pay policy had been reflected in the commission's figures by the early spring, it might have been hoped that some benefit would have continued to come through in the summer and autumn and that the rate of inflation would have continued to edge down. That hope was defeated by the fall in the value of sterling in the spring.

Profit levels

Profit margins of the large Category I manufacturing and service enterprises in the second quarter of 1976 were the best for two years. At 61.5 per cent of reference levels, margins were noticeably higher than the 55.0 per cent for the first quarter of this year.

Apart from oil (where a loss occurred due to the depreciation in sterling), the improvement in profit margins is general among Category I companies, all the other main sectors showing margins above 60 per cent of reference levels. For the 'other manufacturing' sector, which includes chemicals, textiles, paper and publishing, profit margins reached 72.2 per cent of reference levels, for the food and drink sector they were 74.9 per cent, and for the 'engineering, vehicles and metals' sector 65.3 per cent.

For Category II companies in manufacture and services, the profit margins improved from 52.6 per cent of reference levels in the first quarter to 57.6 per cent in the second quarter.

In distribution, profit margins of the larger Category II companies increased from 51.4 per cent of reference levels to 53.7 per cent. It is too early to say whether this marks the beginning of an improvement in profit margins in distribution parallel with that in manufacture or whether it is little more than a seasonal fluctuation.

The report comments that in theory the substantial changes made by the 1976 code would permit profit margins to double compared with their present level. In practice it is unlikely that market conditions will allow this to happen for industry at large.

Administering the Price Code

There was a further increase in the number of price increase notifications from Category I companies, continuing a trend which has been taking place since November 1975. In the three months to end-August there was an average of 324 a month, compared with a monthly average of 280 in the period to May. In August, the first month of the 1976 code, there was a big increase in notifications compared with a normal intake for August, reflecting the introduction of the new code.

There was also a significant increase in the amount of price increases notified in the three months to August – from an average of £360 million a month during the period to May to £611 million a month, the highest for 12 months. The May period figure was, however, unusually low, and this exaggerates the size of the increase.

The price increases were also widely spread. The annual turnover of the products the prices of which were increased averaged £10,857 million for the three months to August. This is the highest figure ever recorded. The average percentage price increase notified, at 5.6 per cent, compares with 4.1 per cent for the previous three months.

The general picture therefore is one of more price increases, more widely spread and greater in amount. This deterioration, however, compares with a gradually improving situation earlier this year. Price increases now being notified to the commission are running at a rate in terms of money little more than half the level they reached in the winter of 1974/75.

Although the number of price increase notifications from the smaller Category II companies showed a marginal fall – from a monthly average of 393 in the previous three months to 381 in the latest period – the amount involved showed an increase, from £126 million to £162 million a month. Also the average percentage price increase notified rose from 6.3 to 7.1 per cent.

Price Check Scheme

During the second week of August, the last week for retailers of the operation of the price check scheme, the Price Commission undertook on behalf of the Secretary of State for Prices and Consumer Protection, a final check of prices of goods and services affected by the scheme, which was introduced in February 1976.

Of the 47 product groups in the scheme, the average prices of 13 groups had risen or fallen by less than 0.5 per cent. There were price reductions of 0.6 per cent or more in the case of seven groups, while the average prices of the remaining 27 groups rose by 0.6 per cent or more, 16 of which by 2 per cent or more. Bread showed the biggest rise at just over 5 per cent.

The weighted index in August, at the end of the scheme, for all groups, was 102.6, well within the 5 per cent limit of the scheme.

References to the commission

The report reviews the progress of the commission's work under references made to it.

Under the fresh food reference the commission keep fresh food prices under continuous review. During the three months to mid-August the commission's index of fresh food prices fell by 6.4 per cent, although compared with 12 months earlier the index showed an increase of 23.5 per cent. The fall in the index during the latest three months largely reflects seasonal decreases in average prices of tomatoes and potatoes.

* Price Commission Report for the period 1 June to 31 August 1976 (HC 641, HMSO, £1.20).

Price check goods well within target

Prices of goods in the price check scheme increased by an average of 2.8 per cent during the scheme's six months life which came to an end on 15 August. The target was to keep the increases within 5 per cent.

The Price Commission's final review of prices of items in the scheme showed that it was a substantial success, said Roy Hattersley, Secretary of State for Prices and Consumer Protection, in the House of Commons last week.

The price check scheme, identified by the red triangle symbol, came to an end in the shops on 15 August. It aimed to keep price increases for selected goods and services within a 5 per cent ceiling during a six-month period. The scheme covered roughly 20 per cent of consumers' expenditure, including 30 per cent of consumers' expenditure on food and drink, and about 30 per cent of consumers' expenditure on the products of nationalised industries.

The Price Commission's final survey of prices, carried out in the last week of the scheme, covered some 1,400 retail outlets and involved the collection of some 22,000 prices. It showed that on a weighted average basis the prices of all scheme items increased by 2.8 per cent during the six months of the scheme, well within the 5 per cent target. Of the 47 groups of items in the scheme, seven fell in price, 13 remained stable within one half of one per cent, 11 rose in price by less than 2 per cent and only 16 rose in price by more than 2 per cent.

'It is manifest that the scheme substantially succeeded in its aims, and I am grateful for the co-operation of all the many firms up and down the country who contributed to this result,' said Mr Hattersley.

The Secretary of State gave the following list of the 47 groups showing the movement in the price of each group for the period of the scheme:

PRICE CHECK SCHEME: WEIGHTED GROUP INDICES
August 1976

Prices at or near base date = 100

Telephones	100.0	Toilet preparations	103.7
Post	100.0	Razor and blade packs	96.1
Gas	100.0	Medicines and surgical goods	103.0
Milk	100.8	Prams	103.2
Sugar	99.9	Toys	103.4
Bread (1)	111.1	LP records, budget	101.4
Peas, frozen	102.5	Photographic goods	102.4
Biscuits	100.8	Matches	100.0
Sweets and chocolates	102.0	Beer, Cigarettes (2)	104.7
Tea	100.9	Paint etc	101.5
Cereals	101.4	Drills, lawn mowers etc	100.7
Blackcurrant health drinks	101.4	Tools, hand	103.5
Cider	99.2	Domestic heating oil	104.9
Stationery	103.8	Light bulbs	104.2
Magazines (1)	102.6	Bicycles	101.3
Scottish local newspapers	100.0	Laundering	100.2
Books	100.0	Cinema charges	100.0
Wallpaper	99.7	Textiles	99.7
Furniture	99.7	Ladies' clothes	95.8
Sewing machines	101.6	Men's clothes	98.3
Heat resistant ovenware	104.9	Children's clothes	99.3
Domestic appliances	101.1	Footwear	98.5
Household soap	100.5		
Toilet soap	98.0	All scheme items	102.8

1 Manufacturers' price increases made after 31 July (the end of manufacturers' participation in the scheme) are reflected in the retail prices collected in the final week of the scheme in the shops.
2 Beer and cigarettes are grouped together because beer prices were supplied in confidence by the trade.
3 The index numbers above make allowance for changes in indirect taxation while the scheme was in operation. Thus, in the case of domestic appliances (where the rate of VAT was reduced as part of the Budget measures) and beer and cigarettes (where the rate of excise duty was increased), movements in the price attributable to tax changes have been discounted.
4 Petrol was not included in price check at the retail level, although producers undertook to hold wholesale prices within 5 per cent.
5 Car batteries were withdrawn from the scheme in May due to a substantial and unforeseen increase in the price of imported lead.

'Prices policy must complement industrial policy' says Robert Maclennan

'The whole future of the British Isles as an industrial power and the future prospects for new lasting employment for so many of our citizens now unemployed depends on the productive use of well-founded profits,' said Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection. on 22 October, when he opened a new Chivas Brothers whisky distillery building at Keith, Banffshire.

'The investment of £1.5 million in the construction of a new railhead terminal to transfer bulk malt whiskies from Speyside to the West of Scotland for blending and bottling demonstrates an admirable determination to build on past successes,' Mr Maclennan continued. 'But it is something more. It is a clear demonstration of the importance of profitable enterprise. Profits are the reward of success on the shop floor, success in the salesroom, and success in the boardroom. An enterprise once set on a profitable course provides the best protection to employees against the vagaries of the world economy and the best prospect in the locality of new job opportunities. Where profits are well founded on good employee/employer relations, high productivity, and good marketing both at home and abroad, the enterprise can plan ahead confident of its future prospects whatever the general economic situation. In a very real sense profitable enterprises are islands of security and prosperity for all who work in them.

'This government has made clear its commitment to productive profitability and investment. Since November 1974, we have taken a variety of measures to ease the burden of taxation on the company sector, provide assistance for investment and close gaps in the availability of institutional finance for industry. We have also significantly modified the Price Code to enable industry to generate the funds for investment and to offer investors the prospect of a fair return.

'The government, and particularly my department with its responsibility for setting the framework of price control, is closely interested in the level of profits made by the whisky industry. But one thing interests us more than the level of profits and that is the use to which profits are put. That is why investment relief under the Price Code was raised to 50 per cent, why we introduced the new stock relief provision and, at the suggestion of the distilling industry, raised the depreciation factor to 1.4.

'Prices policy must complement industrial policy, not run counter to it. Our nation's economic battle is being fought on more than one front. In the struggle against inflation we will not accept defeat in the fight to stimulate productive enterprise.'

TRADING WITH THE OIL WORLD

17/18 NOVEMBER, CONNAUGHT ROOMS, LONDON

The OFFSHORE CENTRE is organising a *planned export programme* to the oil producing countries, incorporating a series of fact finding visits and business missions.

Supporting the launching of this export plan will be prominent speakers from GOVERNMENT DEPARTMENTS, PROFESSIONAL ORGANISATIONS and International Companies.

Delegates attending the meeting will be given the opportunity of selecting the events in 1977 in which they wish to participate and it is emphasised that all visits overseas will be at the express invitation of the country or region concerned.

Attending the meeting will be leading British Exporters and representatives of the oil producing countries.

For further details contact the Offshore Centre,
211 Regent Street,
London W1R 8SR
Telephone 01-439 9021

ENCIRCLE TI 240 ON PAGE 335 FOR FURTHER INFORMATION

New price limit for chupatty household flour

The statutory maximum retail price of chupatty flour has been increased. The limit contained in an order laid before parliament on 20 October by Roy Hattersley, Secretary of State for Prices and Consumer Protection, is necessary because of increased costs and came into force on 25 October.

The maximum price rises by 30p on 70 lb and 32kg packs of chupatty flour. The extent to which prices in shops may rise continues to be governed by the requirement that distributors' profits – the percentage difference between their buying and selling prices – should not be increased.

The order is the Household Flour Prices (Amendment) Order 1976 – SI 1976/1737, available from Her Majesty's Stationery Office, price 8p, or by post from HMSO, PO Box 569, London SE1 9NH, price 14½p.

The current maximum prices for household flour and the new maximum price for chupatty flour are:

	1lb bag	3lb bag
Plain (other than strong, wheatmeal and wholemeal)	11½p	26½p
Self-raising (other than strong, wheatmeal and wholemeal)	11½p	26½p
Chupatty (other than batch, brown and wholemeal)	70lb or 32kg pack £4.50	

Proposed Babcock and Wilcox/Herbert Morris, merger referred to monopolies commission

Roy Hatterley, Secretary of State for Prices and Consumer Protection, has decided to refer the proposed acquisition by Babcock and Wilcox Ltd of Herbert Morris Ltd to the Monopolies and Mergers Commission for investigation and report under the provisions of the Fair Trading Act 1973. The commission is also being asked to investigate and report on the existing merger situation between the companies resulting from the present holding of Babcock and Wilcox Ltd in Herbert Morris Ltd. The commission is being required to make its report within three months.

The decision to make a reference to the commission does not in any way prejudge the question whether or not the merger concerned is contrary to the public interest. It is for the commission to report on this after investigation.

Notes

The Fair Trading Act 1973 empowers the Secretary of State for Prices and Consumer Protection to refer actual and proposed mergers to the Monopolies and Mergers Commission. The commission is required to investigate and report to the secretary of state whether the merger operates or may be expected to operate against the public interest.

'Knowledge is power for consumers' says Roy Hattersley

Roy Hattersley, Secretary of State for Prices and Consumer Protection, emphasised on 21 October that for consumers knowledge was power. 'Consumer protection is very largely the provision of information', Mr Hattersley said, 'and the knowledge that brings power can only come about if judgements on what we buy are based on hard factual examination of their quality.'

Speaking in London at the British Standards Institution's 75th anniversary dinner, Mr Hattersley congratulated the BSI for 75 years of successful existence during which it had played a central part in the development and improvement of British industry. Looking at the record of the BSI, Mr Hattersley went on:

'It is impossible not to marvel and rejoice at the co-operation and voluntary participation that the BSI has achieved – not least in the complex structures of international, national and regional organisations where voluntary participation is essential but difficult to organise. Because of the support and enthusiasm of your members you have been able to play a crucial role in the international standards movement and those of us who have been long in support of British membership of the EEC understand very well that one of the principal barriers to trade, other than tariffs and physical restrictions, is the variation in acceptable quality and traditional sizes of conventional measurements. It excludes one nation's manufactures from another's market. That you have played a key part in helping in the removal of such non-tariff barriers to trade is perhaps only to be expected. At the grand old age of 75 you are the doyen of the world's voluntary standards bodies and I believe your established success both enables and requires you to give a lead in the extended and extensive international standard work which has yet to be completed.'

But, Mr Hattersley said, he was naturally particularly interested in the consumer aspects of the work of the BSI.

'I do not believe,' he said, 'it is possible to distinguish between the application of uniform standards which define quality and quantity and the necessary extension of consumer protection . . . I therefore very much welcome the decision taken by the BSI many years ago to give the consumer a voice in standards work. In particular I welcome the work of the Consumer Standards Advisory Committee which celebrated its 25th anniversary this year. I know that there is always a difficulty in finding the authentic consumer voice and sometimes in defining exactly what a consumer is and how he or she differs from any definition of the population at large. But having said that I think it is essential that you continue to ensure effective representation of consumers when standards are drawn up. In this I know you have the valuable support of the consumer organisations.

'Lastly,' said Mr Hattersley, 'I want to congratulate you on the valuable work you have done in establishing safety standards, both for a wide range of consumer goods and in the increasingly important work of international standards organisations in this field. These standards have been particularly helpful as a basis for safety regulations. The need to continue and extend this work is, I know, something with which you strongly agree. As you know, at this moment my department is setting up, with the co-operation of regional hospital boards, a new accident surveillance system. We hope it will provide a great deal of useful data about the causes of accidents in and around the home and will help to set priorities for the standards work that lies ahead.'

Report on review of Trade Descriptions Act

The Trade Descriptions Act 1968 is generally fulfilling its purpose but might be improved, said John Fraser, Minister of State for Prices and Consumer Protection on 21 October. Referring to this finding of the report* on the review of the act published on the same day Mr Fraser said in reply to a parliamentary question from Maureen Colquhoun (Northampton North):

'The report was laid before parliament yesterday and has been published today. I am grateful to Mr Methven for presiding over its preparation, and for the thorough and comprehensive review he and his colleagues have carried out.

'They found that the act was generally fulfilling its purpose, but they have suggested a number of ways in which it might be improved, notably in respect of misleading indications of price and misdescriptions of services.

'As I said in answer to a question from the hon member for Brentwood and Ongar on 11 October, we shall carefully consider the report's recommendations and announce in due course our intentions regarding their implementation.'

The report contains a detailed study of the working of the act, which was found to be generally effective. Recommendations therefore concentrate on strengthening it, particularly in relation to price indications and misdescriptions of services, accommodation and facilities and on extending it to misdescriptions of houses and land.

John Methven, the former Director General of Fair Trading, submitted the report to the secretary of state on 4 June 1976, just before taking up his new appointment with

* 'Review of the Trade Descriptions Act 1968 – Report by the Director General of Fair Trading', is available from Her Majesty's Stationery Office (Cmnd 6628, price £1.35).

the CBI. It represents two years' work by a committee of officials from a number of departments under John Methven's chairmanship.

The review committee consulted widely among trade and consumer bodies, enforcement authorities and others and circulated its provisional conclusions in a consultative document. The report takes account of the comments received. The points on which outside opinion was particularly sought and those where the final recommendations differ from those in the consultative document are sidelined in the report's summary of conclusions and recommendations.

Roy Hattersley appoints PPS

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mike Noble, member of parliament for Rossendale as his parliamentary private secretary.

Reactor review proposal accepted

Tony Benn, Secretary of State for Energy, has accepted a proposal from the National Nuclear Corporation that the Nuclear Power Co should carry out an assessment of the Steam Generating Heavy Water Reactor (SGHWR), the Pressurised Water Reactor (PWR) and the Advanced Gas Cooled Reactor (AGR).

Mr Benn announced his decision on 22 October in reply to a parliamentary question from Trevor Skeet (Bedford), who asked whether Mr Benn was prepared to permit the National Nuclear Corporation or the Nuclear Power Co to reassess the values of SGHWRs, AGRs and PWRs in the light of current UK conditions.

Replying, Mr Benn said:

'On the advice of the Atomic Energy Authority I am currently taking stock of progress with the SGHWR programme. The National Nuclear Coporation have proposed that the Nuclear Power Co should carry out an assessment of the SGHWR, AGR and PWR systems.

'I have agreed to this proposal on the clear understanding that the carrying out of the assessment will in no way jeopardise the nuclear industry's ability to start work on site on SGHWR early in 1979. The government is in no way committed to the conclusions. I understand that the assessment can be completed in six months. It will include the preparation of estimates of the comparative costs of the three systems.'

The National Nuclear Corporation was set up in 1973, following a parliamentary statement on 22 March that year by the then Secretary of State for Trade and Industry (Peter Walker). The shareholdings were: GEC, 50 per cent; UKAEA, on behalf of government, 15 per cent, with reserved rights on certain matters of public interest; British Nuclear Associates (BNA), a group of private industrial shareholders, 35 per cent.

Government sales

Ministry of Defence
Miscellaneous stores

9 November 1976

Location
Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

Auctioneers
Arnold and Son, 'Modwena House' (Dept L), 13 Market Place, Burton-upon-Trent, Staffs DE14 1HD (tel. 0283-64657)

The stores which are lying at various depots include a large quantity of furniture, MT-electrical and electronic spares, aircraft components and ground equipment, various textiles, scrap metals, wooden and metal boxes, tyres, engineering tools and equipment. Binoculars, cameras and photographic materials, batteries, cable, surveying equipment and a few vehicles.

17 November 1976

Location
The Post House, Herbert Walker Avenue, Southampton SO1 0HJ

Auctioneers
Richard Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants PO16 7AX (tel. 03292-4211)

The lots are lying at various depots in Hampshire and include 27 vehicles, bench and pedestal drillers, folding machines, lathes, bandsaws, power hacksaws, guillotines, grinders, etc. Five hundred lots of furniture including bureaux, chairs, chests of drawers. Three hundred lots of clothing and textiles which include jerseys and other service clothing, blankets, carpets, curtains, etc. Binoculars, hand tools, petrol engines and many other items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

Wembley Auction Sales 1975/76

2 November 1976

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p.

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Home exhibitions

Range, reliability, resplendence from mini to masterpiece

'Trade and Industry's' report on the London International Motor Show

In general terms, Britain's biggest motoring fixture, the 11-day London Motor Show, this week brings at least 50 all-new or substantially revised models on view.

The last of the international displays to be held at Earls Court – the event moves to Birmingham in 1978 – the show features more varied models than have ever been gathered for sale to the public in the car's 80 years history. There are some 300 different cars. They represent 67 different makes from 16 countries . . . an impressive range.

British companies, among the popular models and the specialist producers, present a challenge in terms of engineering and styling, from out and out economy on the one hand to immaculate luxury on the other. Indeed, two days after the opening of the show, on 20 October, by Prime Minister James Callaghan, there were gold medals for Leyland, Ford, Chrysler and Vauxhall.

Design, finish and comfort were the main criteria for the Coachwork Competition awards distributed by the Institute of British Carriage and Automobile Manufacturers. Leyland won five of the 11 gold medals in the coachwork sections for the Double Six Vanden Plus, the Marina 1.3, Jaguar XJ 4.2, TR7 and Triumph Stag. They also won five silver awards. Ford cars received two golds – for the Cortina two-door saloon and the Granada five-door estate – and four silver. Gold medals for Chrysler were for the Alpine GL and GLS saloons and the Avenger Super Estate. Vauxhall got one gold, for the Chevette 'E' two-door saloon, and a silver. Aston Martin won a silver.

'The finish of the 90 vehicles judged was definitely higher than last year's entry," said Mr P. G. Hawkes, IBCAM general secretary.

For the first time, there were also two sections for motorised caravans. Auto-Sleepers Ltd and CI Autohomes Ltd won the gold medals in these categories for their conversions based on Ford vans.

The newsmakers

Aston Martin Lagonda were among the first of the newsmakers, their new four-door Lagonda, of luxurious specification and futuristic air, being an all-day centre of attraction. The car will not be on sale to the public until the spring. It has an ex-works price of £21,000. By Friday, 65 were on order, 35 per cent of the sales coming from overseas, 20 of the export models being for the Middle East. In days the waiting time had gone from 12 months to 18 months to two years.

Leyland Cars have an impressive line-up. Nearly 70 cars on show. The new Rover 3500 and the Triumph TR7 lead the range along with the Jaguar and Daimler flagships of the company fleet. Improved Dolomites, Minis and MGBs are there, as is the Marina 1.3 Estate, launched this year, and the established family favourites. In the nine months to the end of June, the value of Leyland's export sales was equalling the figure for the previous year. In the spring the company's thoughts turn even more to wooing the overseas buyer. The new Rover 3500 will be launched 'progressively' abroad throughout the period, the Benulux countries to be among the first to test its appeal.

Vauxhalls, with exports in the first nine months of this year up by a dramatic 45.9 per cent on the same period last year, offer a comprehensive range and report their order books 'extremely strong.' The Chevette hatch back, which started off the widening of the company range from 25 to 36 models, has reached some of the export markets and said to have 'taken off like wild fire'. The Chevette saloon and estate versions could well take the overseas sales figures even further. The VX models announced in Brussels, are at Earls Court and alongside a growth in range, Vauxhall has enhanced the customer appeal of its models. Examples of the many advances in standard specification are the latest six-dial instrumentation in the Cavalier coupe model, the door-mounted mirror now standard on all 1977 Vauxhalls, and the new halogen headlamps and velour upholstery on the Magnums.

World debut

Ford, with production of their latest newcomer, the Fiesta, due to start, meanwhile stage the world debut of their new Cortina on the Earls Court stand. Also displayed are the latest revised versions of the best-selling Escort, Capri and Granada. The new Cortina has a range of 17 models in two-door, four-door and estate car form, with a choice of four engines, two transmissions and four distinctly different levels of trim and equipment. Even the most basic comes with carpets, hazard warning flashers, two-speed wipers, electric washers, heated backlight, temperature gauge, reversing lamps, servo disc brakes, radial tyres and a driver's door mirror.

An impressive selection of Escorts appears alongside the Cortinas. Standard on the new Escort GL'S and Ghia is intermittent wipe provision in addition to two-speed operation. Total production of the Mk II Escort in Britain, incidentally, is approaching the quarter-million mark in just over 18 months.

A striking new-look Avenger heads the Chrysler list of changes. It has large rectangular headlamps, a new grille, redesigned tail lamp cluster and a new interior giving more passenger space and a parcel shelf. Changes to the engines and to the transmission are aimed at a more economical performance. A new luxury-specification Alpine is added to the range from the Ryton plant, near Coventry.

Chrysler exports for 1975 totalled £170 million – up by £98 million on 1974. Next year the company has 125,000 car kits going to Iran. Coventry will also be making certain Alpine components for export to France.

With its new models, the superb from Aston Martin, Bristol, TVR, Rolls-Royce, Jaguar, Rover, the major improvements to the Reliant and Morgan range, the rebirth of the Trident, and the encouraging appeal of the general family and business cars, Earls Court fairly bristles with examples of distinctive automobile engineering from British producers.

The challenge of the oil crisis is reflected in the improved fuel economy claimed for most popular cars as well as some more exotic ones. Changes to the carburation, cylinder head, gearing and appearance have all contributed. More cars offer open-top motoring than for many years. Three and five-door 'hatches' extend from the much improved Reliant Kitten to the executive Rover. Five-speed manual transmission has become very much a part of motoring choice. Automatic gearing is available from the popular Mini, Escort, Viva and Avenger through most makers' ranges.

An extensive range of accessories and servicing equipment complements the car exhibits, covering electrical fittings, repair systems, tyre changes, safety equipment, radio and cassette players.

For next year – 'Motorfair'

This was the last official Motor Show at Earls Court to be organised by the SMMT before it moves to Birmingham in 1978. But next year Motorfair – a 'family' motor show – will be mounted by Earls Court by a company formed by the *Daily Express* and Earls Court Ltd. They say that in many respects it will be the same as the SMMT show except that visitors will be able to buy cars.

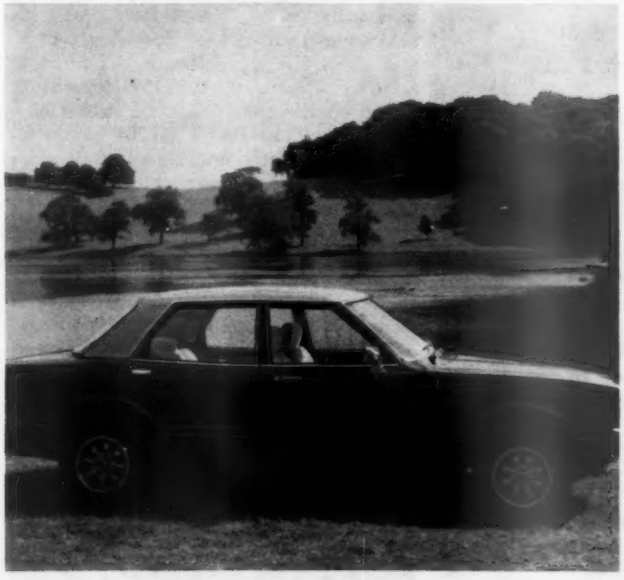
The Aston Martin Lagonda which incorporates some of the most advanced features in the world.

Reliant's distinctive Scimitar GTE. High road performance and saloon car comfort.

The new Rover 3500, a star attraction on the Leyland Cars stand.

The Alpine S now being produced at Chrysler's Ryton plant.

The new Ford Cortina saloon – a successor to versions that have each sold more than a million.



Vauxhall's Chevette L Estate. A full-width tailgate allows unobstructed access to the load space.

Britain's 'largest ever' International Fashion Fair opens at NEC

Fashion buyers from all over the world have been visiting Birmingham's National Exhibition Centre this week to see the British International Fashion Fair (27 to 30 October). At the time of writing the final count of exhibitors showed a total of 336 companies, brand-names and associates showing on 234 stands – just over 5,000m² – in Hall No 5 of the NEC. The fair includes stands from the United States, Federal Republic of Germany, the Irish Republic, Italy, Norway, Finland, Turkey, Greece, the Netherlands, Sweden and Austria.

British clothing, say the organisation, Brintex Exhibitions Ltd, is currently experiencing one of those periods of world-wide popularity which characterise the clothing industry. Giving details, Mr T. P. Randle, director of the Clothing Export Council of Great Britain said:

'The role of the British clothing industry in exports is rapidly increasing in importance. Up to the end of October of this year, total exports will exceed £312 million – and we are projecting a total of £390 million up to the end of the year – an increase of £190 million over the figures for 1975. Overall, British exports are currently 55 per cent up on figures for 1975 and we expect that the cumulative increase for the year will be around 52 per cent over 1975. We are now right on target for £500 million worth of clothing exports in 1977.

'There is now a vast and growing volume of production in ready-to-wear clothing in the United Kingdom and the contribution of the clothing industry to the nation's export figures is acquiring a new significance.'

British International Fashion Fair, is, as usual, accompanied by a fashion show. This year's show has a 'circus' theme and includes latest designs from Ceda at First Fashions Ltd; Suzi R at Modalink; Strelitz; Verona; Leonella; A. Stafford; Alligator; Dawnbreakers; Four Seasons; Jan Robert Casuals; Wolkar; Sara J. At Verona; Bonniemac; Conder; Highway Suede and Leather; Saul Sandler; Pallas; Buvyer; Alec Berman; Gay Girl; Slimma; Jolynne; Shar Cleod; Fiona Dresses; Radley; E. Brown; Inega; Dalkeith; Jessie Jeans; David Flower; Golden Charm; Suede and Leathercraft; Chateau D'Este; Aristos at Ariella; Sylvan; Pagels; Nicholas (Bride); Hershall and Young Mayfair; Novelle; Cojana; Nicholas Brothers; Simon Ellis.

Imbex 77 advance bookings 'going strong'

Firm reservations for space are already sufficient to indicate that Imbex 77, the International Men's and Boys' Wear Exhibition opening at Earls Court, London, next year will be successful, say the organisers. Space reservations from previous exhibitors in the UK and overseas are coming in steadily, while a vigorous sales campaign aimed at attracting first-time exhibitors has resulted in a continuous flow of inquiries, particularly from abroad.

According to Imbex 77 sales director, Ralph Saunders: 'The prospects are extremely encouraging. Obviously Imbex is considered one of Europe's premier menswear events by most leading manufacturers, particularly from a selling point of view. People exhibiting for the first time are naturally more interested in participating in an event with a proven record.'

Imbex 77 will see the realisation of the second Imbex student fashion competition which in its first year attracted more than 86 entries from 11 colleges in the UK. This time the competition is being restructured to promote wider interest.

Imbex 77 will be open from Monday, 28 February to Thursday, 3 March from 09.00 till 18.00 hours, and on Friday, 4 March, from 09.00 till 14.00 hours, reverting to Friday opening in response to requests from both exhibitors and visitors.

The exhibition is sponsored by the Clothing Manufacturers' Federation of Great Britain Ltd, the Shirt, Collar and Tie Manufacturers' Federation Ltd, and the Tie Manufacturers' Association Ltd, and is organised by Industrial and Trade Fairs Ltd. Prospective exhibitors should contact Ralph Saunders, Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG, tel. 021-705 6707, telex 337073, for further sales information.

Overseas interest in Highland Trade Fair

Over 1,500 applications to attend the sixth Highland Trade Fair in Aviemore, which closed yesterday (28 October) were received from trade buyers in the UK, Nigeria, South Africa, Iraq and many European countries, say the Highlands and Islands Development Board, who organised the event.

Products on show ranged from midge and mosquito repellent to wooden toys, quality jewellery and glassware. Arthur Fulton, Head of Marketing for the HIDB praised the standard and originality of Highland craft manufacturers.

'Each year the fair has something new to offer trade buyers,' he said, 'and this year is no exception. The standard and range of products continues to improve each year as we encourage the craftsmen and manufacturers to expand their sales efforts to wider markets.'

One of the stands at the show was taken by the Export Credits Guarantee Department, whose staff were on hand to advise exhibitors on the support available to firms engaged in the export trade, both from the insurance and financial viewpoint.

Woodworking industries exhibition increases in size

The 3rd International Woodworking Industries Exhibition, IWIE, taking place at the National Exhibition Centre, Birmingham, from 27 October to 2 November 1977, will be the largest so far in the biennial series. A floor area of 16,000m² will be available and several working production lines are planned.

The first event in the series, in 1973, attracted 250 exhibitors from 15 countries. The second IWIE, held at London's Olympia in December 1975, was supported by 340 companies from 17 countries and attracted more than 13,000 visitors from Britain and overseas. Statistics show that of these 1975 visitors, about 2,500 represented top management and nearly 2,000 were middle manage,-ment or engineers.

IWIE is supported by the woodworking machinery section of the Machine Tool Trades Association, by Eumabois, the European association of woodworking machinery manufacturers, and by the Woodworking Machinery Importers Association.

Inquiries: IWIE 77, 11 Manchester Square, London W1M 5AB.

'Massive support' for 1977 mining show

The Council of Underground Machinery Manufacturers (CUMM) – the body representing United Kingdom manufacturers of plant and equipment for underground mining operations have announced massive support for next year's appearance of the International Mining Exhibition. The exhibition, which is held approximately every five years, will be making its first appearance at the National Exhibition Centre from 10 to 15 October 1977.

The organisers say that the exhibition – which is traditionally supported by manufacturers and visitors from all over the world – will, in its 1977 appearance be larger and more varied in content than on any previous occasion. The sales campaign for the event met with an immediate and enthusiastic response. By the end of September, just over 75 per cent of the available space had been applied for by 90 companies.

The exhibition will occupy Halls 3, 3A and 4 at the National Exhibition Centre – a total of some 45,205m² – gross area. The net area of exhibition stand space available is planned to be approximately 23,000m².

Applications for space have been received from eight overseas countries – United States; France; Canada; the Federal German Republic; India; South Africa; the Irish Republic and Sweden.

The organisers say the most encouraging indication at present is the growing volume of inquiries from overseas companies. There is every reason to believe that all available space will be taken up within the next three or four months.

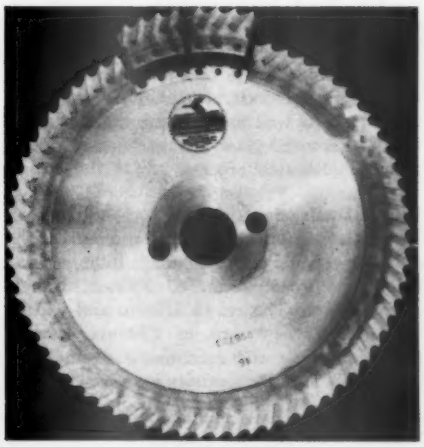
Interest has been shown in the plans for the National Coal Board Conference – which will be held conjointly with the exhibition. This conference will be held in the Metropole Hotel – adjacent to the exhibition halls in the grounds of the NEC – from 11 to 13 October (during the open period of the exhibition). Under the general theme 'Remote Control and Monitoring In Mining' the conference will discuss environmental monitoring and remote-control systems with particular emphasis on safety and reliability.

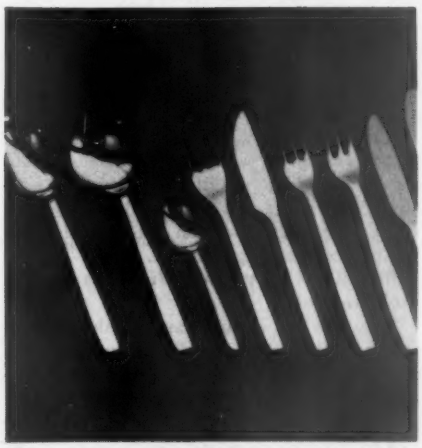
Further information about the conference may be obtained from the Conference Secretary – Mr J. Shepherd, National Coal Board, South Parade, Doncaster.

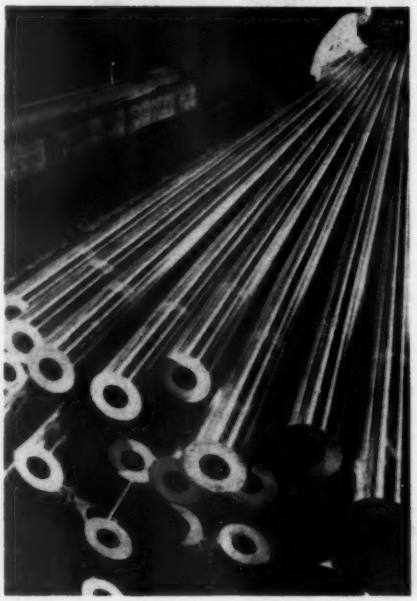
The International Mining Exhibition, 1977 will be under the guidance of a special exhibition committee and will be organised for the Council of Underground Machinery Manufacturers by Brintex Exhibitions Ltd. Inquiries about arrangements for the exhibition, space-applications and visitor-arrangements (including hotel and travel arrangements) should be addressed to Richard West, Director, International Mining Exhibition, Brintex Exhitions Ltd, 178-202 Great Portland Street, London W1N 6NH, tel. 01 637 2400, telex. 262568 MUNIJRNL. LDN.

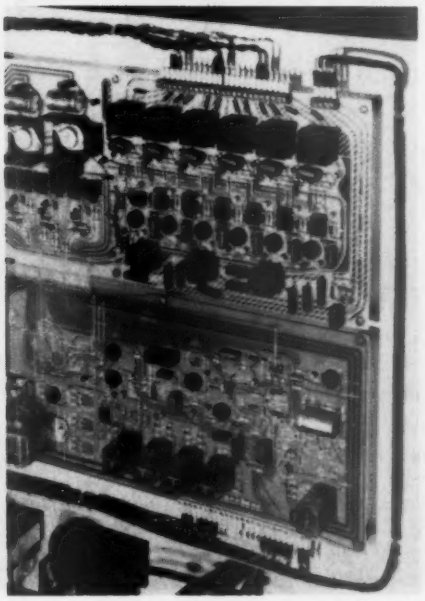
'Made in Sheffield'

The technological achievements of Sheffield-based industries are displayed at an exhibition currently being held at London's Design Centre (until 27 November). These pictures show some of the 22 companies and research associations taking part in the exhibition which covers many different aspects of Sheffield's activities. Not surprisingly, much of the exhibition is centred on high grade special steel. Picture on the right features the Cutlery and Allied Trades Research Association and shows the association's senior metallurgist examining stainless steel forgings for artificial hip joints. The Drop Forging Research Association and the Spring Research and Manufacturers' Association are also at the exhibition. Pictures in the centre row show (left to right) : stainless steel long-handled tools from Stanley Garden Tools Ltd ; segmented circular saw from Firth Brown Tools Ltd ; Chelsea range of cutlery from Viners Ltd. On the bottom row are (left to right) : a batch of drill collars bored from solid bar by Keeton Sons and Co Ltd ; a selection of complex shapes by drop forgings produced by Daniel Doncaster and Sons Ltd ; electronic control equipment from Allen Bennett Ltd.









New products

New motor oil 'will cut petrol bills'

A new multigrade motor oil 'can cut petrol bills for short journeys by up to 5p a gallon' according to its developers BP Oil Ltd. They claim it is the first petrol saving motor oil to be introduced in Europe.

Called VF7, it was formulated by scientists at BP's Sunbury Research Centre. Trials carried out with the oil by the Automobile Association in 38 of their service vehicles showed average petrol savings of 6.8 per cent or 5p off a gallon of four-star petrol costing 76p. BP calculate that a motorist averaging 8,000 miles a year at 25 mpg – much of which is short journeys with the engine constantly starting up from cold – could on the basis of this result cut his petrol bills by just over £17.40 a year at current prices or he would gain 540 miles of 'free' motoring each year.

Average saving

Road tests by BP technicians on a fleet of 16 family saloon cars resulted in average petrol savings of 5.5 per cent and a further test by an independent company on six cars showed 7.9 per cent average savings.

BP Oil Ltd has adopted VF7 as its leading multigrade oil.

The new oil is the result of the precise selection and blending of various base oils and additive combinations to produce a SAE 10W-30 multigrade with the protection properties of the 20W-50 multigrade oils.

VF7 is a light oil which allows the working parts of the engine to move more freely. This in turn uses less energy and so saves petrol.

An environmental bonus arising from VF7 – approved by major motor manufacturers – has been a reduction in exhaust pollution of up to 25 per cent. Other beneficial side effects are improved cooling and easier starting with less battery strain.

High-speed labeller

An output of 500 containers a minute is claimed for a fully-automatic can labelling machine launched by Newman Labelling Machines Ltd, of Barnet, Herts. Built to metric standards it is said to be particularly suitable for the foods, cosmetics and toiletries industries. As well as cans, the machine can handle aerosols, glass jars and many other types of cylindrical objects.

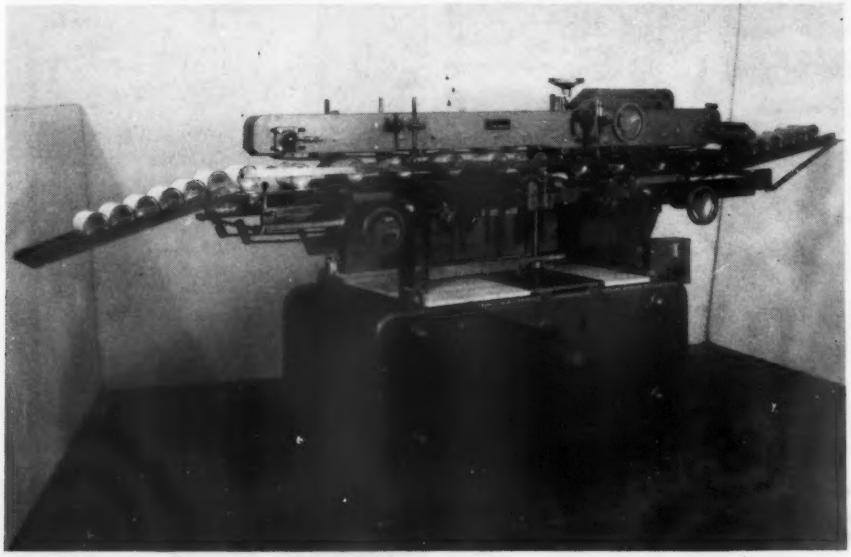
Width limitations

The machine can handle containers with diameters ranging from 50mm to 160mm, and heights of from 45mm to 300mm. Label length is from 172mm to 515mm and width limitations are 40mm to 230mm. Power requirement for the machine is 6 amps at 230v 1/50 and its electrics comprise a 1/3 HP geared motor and 750 watts tank heater.

The label magazine accommodates 1,500 labels, and no down-time is necessary for reloading. An audible signal indicates the time for operating the continuous re-loading mechanism.

The machine is compactly designed with dimensions of 215cm by 85cm. Length with ramps is 330cm; can track height is 100cm; and the overall height is 134cm.

Automatic can labeller launched by Newman Labelling Machines Ltd, of Barnet, Herts.



New bolting concept

The React-A-Matic bolting system now available from Rubery Owen Fasteners Ltd comprises a non-impact pneumatically powered hand torque wrench and associated bolting methods. It is designed to meet the bolt assembly requirements of structural or medium to heavy industries, where pre-loaded, bolted joint reliability is essential.

React-A-Matic bolting system.

The required torque is selected and dialled. The result, the company claim, is a guaranteed output accuracy of ± 5 per cent with a repeatability of ± 1 per cent on either hard or soft make-up joints. This is said to provide accurate consistent torque-tension and to eliminate the need for operator judgement or the use of additional torque measuring devices. The total operation is carried out within a noise level of 85dbA. The torque range goes up to 2,400 lbf ft (3,300 Nm).

Cutting the cost of business computing

Two developments aimed at simplifying and cutting the cost of business computing are announced by Allied Business Systems Ltd.

A new programming language called 'Simple' reduces the time, effort and expense needed to prepare programs for business computing applications. Program production costs, for example, can be reduced, it is claimed, by as much as 70 per cent.

Also announced is a complete accounting package – equipment and programs – which can be used by companies' existing staff. Known as 'Impact', it provides real-time accounting facilities and includes such features as a minicomputer with a main memory of 16,000 16-bit words capacity, a full-size visual display unit with movable keyboard, a disc drive unit, and a printer unit.

Allied Business Systems computerised accountancy system.

Underground drainage

A new uPVC underground drainage system from Key Terrain Ltd, a member of Reed International's Building Products Division, will be available in the UK in January.

Terrain 1800 series uPVC underground drainage in 110 and 160mm sizes is designed to meet every normal drainage application. It offers easy assembly and rapid installation using lip seal socketed fittings and factory chamfered pipe lengths. It is designed to the dimensional and performance requirements of BS 4660 and is said to satisfy many of the dimensional and design requirements of the International Standards Organisation and the national standards of the Netherlands, France and West Germany.

Terrain 1800 lip seal socketed fitting.

Water softener for the catering market

A new water softener designed by Houseman Hegro, Permutit Standard Plant Division, for the commercial catering market is said to be capable of treating the water requirements of most commercial dishwashers currently available.

Like all Houseman Hegro water softeners the new Heatwave 200 utilises ion exchange material to remove the hardness forming salts of calcium and magnesium from the water. These hardness salts are expelled from the ion exchange material during a short regeneration period which can be pre-set to occur automatically at required intervals.

The new equipment provides a continual flow of softened water to dishwashers at up to 2.3m³/hr (500 gph). Water may be treated at temperatures up to 70°C. Units are designed to fit under standard bench staging and an integral time clock enables automatic regeneration to be set for off peak periods. The time clock incorporates facilities for control of pressure booster pump if required. There is an easy access chute for filling salt tank while *in situ*, and a quick release button on the chute door to ensure that no contamination enters the salt tank.

Heatwave 200 water softener and salt tank.

Cinch for display

A new display and shopfitting system has been developed by Salescope Displays Ltd, of Lancaster, to rival continental and scandinavian imports. Featuring a two-way clamping device, the new Cinchlok can be used in conjunction with tube or board. The clamp unfastens and re-locks using an 'allen' key to turn one bolt.

Salescope say that Cinchlok embodies simplicity, versatility, adaptability and strength. It can be used to make displays at multiple angles and its applications are 'limitless'.

Cinchlok display system.

Biscuit wrapper development ensures safe steady packaging

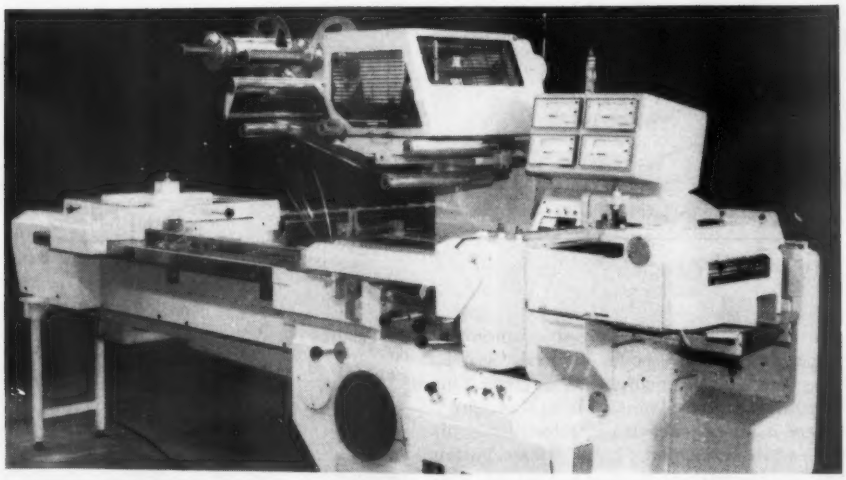
Auto Wrappers (Norwich) Ltd, part of the GEI group, have developed a machine which enables round, square or rectangular biscuits to be packed on edge at rates of up to 120 packs a minute.

Based on the company's standard Verso Flow horizontal form, fill and seal machine, the new OE version has special input and conveying mechanisms to ensure safe, steady and gentle handling throughout the packaging process.

Like all Verso Flow machines, the OE version can be adapted to meet varying requirements in sizes and shapes of pack units.

The machine parameters are a pack length from 4 in (100mm) to 11¼ in (280mm), a biscuit size from 1⅛ in (30mm) high and 1⅝ in (40mm) wide up to a maximum of 3 in (75mm) on height and width for square or rectangular biscuits. Round biscuits can be between 1⅝ in (40mm) and 3 in (75mm) diameter. A range of extra equipment is available.

Verso Flow OE machine produced by Auto Wrappers (Norwich) Ltd.



Improved in-cab safety

This CSV water tender type 'B', built by HCB-Angus Ltd, Totton, Southampton, is said to set new standards of in-cab safety and meet the ever higher risks associated with higher vehicle speeds and increasing road congestion. The first production model, built on the Bedford KG 500 diesel engined chassis, made its debut at the recent Harrogate Fire Fighting and Prevention exhibition. HCB-Angus Ltd is a member of the Dunlop group.

CSV water tender

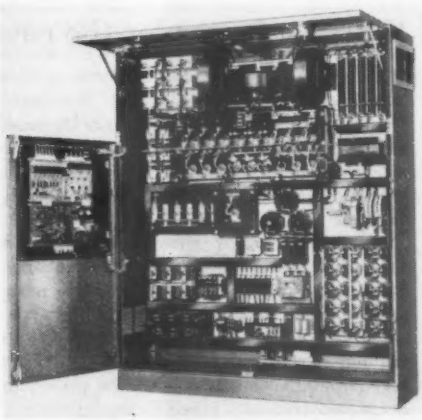
Speed regulator range redesigned

Allen Bennett Ltd, of Sheffield, have redesigned the Modu-Drive AC mark II speed regulator for standard induction motors to accept input voltages from 380-440, 50/60Hz and to provide two variable frequency output ranges – either available on request – of 2.5 to 50Hz or 5 to 100Hz. The output voltage is varied in sympathy with the frequency and this, when applied to a standard induction motor, provides a variable speed range of up to 10:1 the torque being constant over most of this range.

An isolator and mains on contactor are provided as standard and optional extras include: constant hp characteristic, electronic reversal, braking and a speed control accuracy to 1 part in 10^6 for use on special process lines, with or without computer control.

Availability is ex-stock up to 10 hp.

Modu-Drive A.C. mark II speed regulator for standard induction motors.



Magnetic tape intelligent cable

Computer Automation have introduced a low-cost parallel-interface Magnetic Tape Intelligent Cable (MTIC) for their Naked Mini LSI family of OEM minicomputers. Used with an external tape formatter and the company's DIOS (distributed input/output system) the new device offers the OEM user a cost-effective low or high-speed magnetic tape drive interface plus cabling with microprogrammed control and automatic error checking.

The MTIC is said to provide flexibility for driving up to four PE (phase-encoded) or NRZ (non-return-to-zero) magnetic tape units, and incorporates a microprogrammed processor for supporting such standard magnetic tape drive control functions as data transfer, device protocol, device status monitoring and interrupt generation.

Pipeline swab has radio transmitter

Electrolocation Ltd, the Bristol-based company specialising in sub-surface survey instrumentation, is now marketing detectable foam swabs fitted with radio transmitting probes with a four- to five-day operating life.

The firm is offering a full range of complete detectable swabs which, if required, can be used in the ordinary way and independently of standby detectors. In the event of a swab becoming stuck or lost, the reserve capacity signal transmission provides time for a detecting instrument to be called in.

The swabs can be tracked in all types of pipe, except continuous welded steel, and cover pipe diameters from 2 in to 42 in; special diameters can be provided if necessary. The swabs are prepared with a central core into which the appropriate probe is placed and a foam 'plug' which is inserted and sealed before the swabbing operation.

Electrolocation detecting instruments.

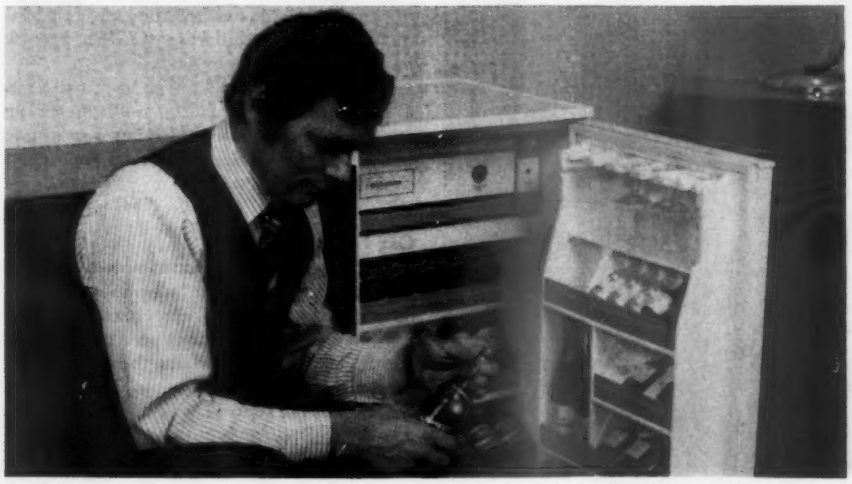
Drinks bar: 24-hour hotel service

Centre-Hotels Ltd is to install the UK's first RoomBar system – providing guests with their own 24-hour drinks bar – at its Regent Centre Hotel, London.

The RoomBar has been developed by TSR Systems, a British company based at Amersham, Bucks, specialising in hotel management equipment. Each RoomBar is a free standing, refrigerated unit that can be stocked and priced to a hotel's specification and holds a selection of drinks, etc.

Guests have a key and price list. Purchases are automatically recorded for an itemised bill with the final account.

RoomBar drinks service for hotel guests.



Remote controlled generating sets

A new range of generating sets has been introduced by M.I.E. Power (Generators) Ltd, PO Box No 10, Bishop Meadow Road, Loughborough, Leicestershire. They start automatically when a light switch or other appliance is switched on.

Known as the Powermaid range, they are said to be ideally suited for locations not having existing mains supplies.

The plant is completely self-contained and comprises a diesel engine close coupled to an alternator to form a unit construction complete with fuel tank and control gear. The control panel includes a special unit which initiates remote starting and stopping from any number of predetermined switching points. The generating set will keep running and will provide electric light or power when any remote switch is operated.

The sets are rated from 2kVA to 25kVA for standard single or three phase voltages at either 50Hz or 60Hz with a voltage regulation of $\pm 2\frac{1}{2}$ per cent from no load to full load. A typical 12.5kVA set measures 1,680mm × 670mm × 970mm high (66 in × 26 in × 38 in) and weighs 590kg.

Remote controlled generating sets.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approval schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

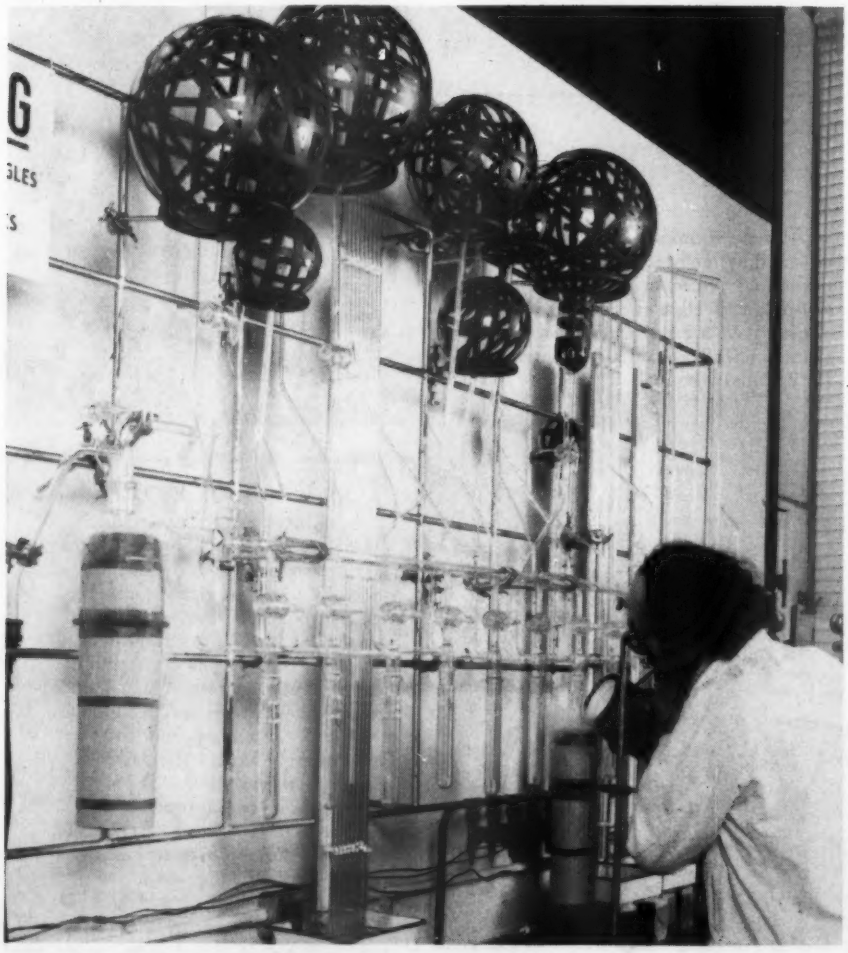
Technology news

Elastics and plastics

Jennifer Clarke reports from Rapra – the international technical centre for rubber and plastics near Shrewsbury – where the latest development is a £150,000 polymer product development centre. Rapra's object is to help industry – particularly smaller engineering firms

The many different types of physical testing apparatus at Rapra, technical centre for the rubber and plastics industries, includes a machine for testing golf balls. Although when the balls are fired, they travel a relatively short distance, compared with what might be expected on the golf course, their speed between two fixed points is very accurately measured. This is not part of a programme to invent a superior golf ball, but in fact the reverse. Under contract to the Royal and Ancient Golf Club, the centre has become the independent test house which ensures that no one is producing some sort of super product which, perhaps at a higher price, might give an unfair advantage to competitors.

An all-glass vacuum system, custom-built for the storage, measurement and manipulation of volatile materials. It is an important part of Rapra's environmental analysis, which involves sampling air both inside and around factories. Using this equipment, it is possible to carry out laboratory manipulations, which means simulating in the laboratory what is going on in the factory. By simulating, for example, a moulding process, it is easier to analyse the volatile materials, which can be stored, distilled and measured in the vacuum system. The most suitable method of analysis can then be chosen before the gases leave the system to be analysed, probably by mass spectrometer. This would normally be followed by a visit to the factory to collect samples of air, and if necessary, Rapra would hope to be able to recommend a remedy.



Solid rubber tyres

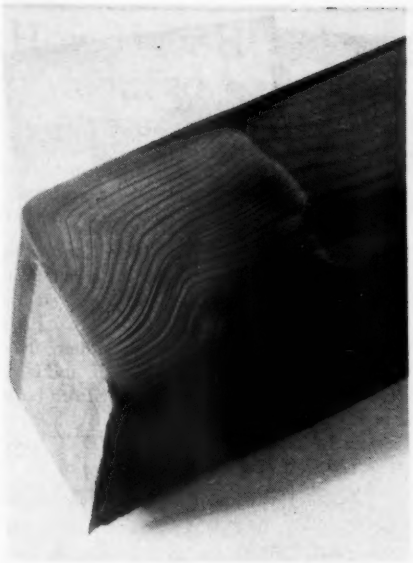
Rapra has also developed new methods of analysis, for instance when studying the structure of solid rubber tyres. In the case of the Chieftan tank, which has 24 solid rubber road wheels, the Ministry of Defence wanted to find out why, in certain conditions, when operating at high speeds the rubber started to degrade. Testing the wheels on a drum, the Military Vehicles Engineering Establishment found that when the rubber was loaded (in the case of the Chieftan, the wheels are supporting about 50 tons) some of the energy turned into heat, but the build up of temperature was not even. Rapra was asked to find out why some parts of the tyre were hotter than others.

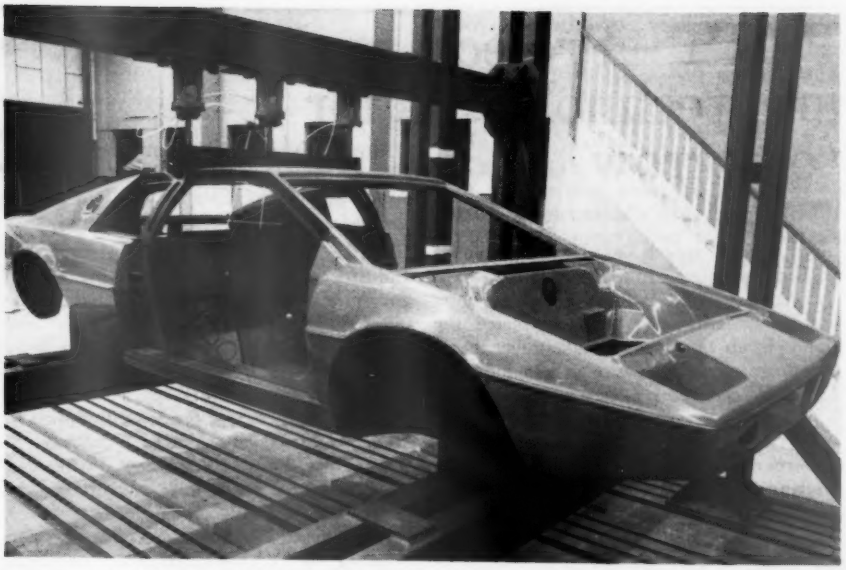
In order to do this, cross-sections of the tyre were cut, polished and dipped in toluene for about 20 minutes, causing them to swell. The tyres had been made originally by wrapping layers round the rim of the wheel and fitting it into a mould for curing. Tests showed that in places, these layers had distorted outwards. Some of the rubber stocks that had been used in the manufacturing process had a high sulphur content and it was thought that the sulphur might have travelled to the joins between the layers, during the interval between the laying up and the curing. Higher concentrations of sulphur or other curatives could cause layers of stiffer rubber which would in themselves be very thin and difficult to detect. Rapra has now developed a method which makes it possible to detect these areas and to study the relationship between irregularities in temperature build up and defects in the tyres.

In the track of the Chieftan tank rubber is also used, and Rapra has been looking at the wear of rubber bushes, carrying out fatigue tests and other techniques to obtain design characteristics.

Car bumpers

Recent legislation in America has imposed new requirements on car bumpers, which will have to act as shock absorbers. Such an obvious safety factor has not been tried before, and Rapra has been studying the alternatives. It would after all be possible to use hydraulic systems but the centre has been concentrating on rubber. In the new Volvo, for instance, the whole bumper is carried on rubber units,





Left : a section of solid rubber tyre showing uneven heterogeneities. Right : The GRP body of a Lotus Esprit being prepared for stress testing. This will provide information on the material's resilience – for example, if it rolled over.

which absorb energy on impact, and are apparently still effective at speeds of up to 30 mph.

Structures in plastic

There are many areas in which rubber and plastics are becoming more widely used. Glass reinforced plastic is not so fragile as was formerly believed and is now being used for structures such as car bodies. The Lotus Esprit (already available, but for export only) produced by a new resin inject method is being tested for stiffness by Rapra. In cars generally, for various technical reasons underbonnet temperatures are increasing and metals are being replaced by plastics, their main advantage being that they are more chemically inert and less likely to oxidise.

Process plant in the chemical industry now includes more plastic and the centre has been studying GRP pipes, bends and containers and looking at their flexibility and strength. It is now developing pipe component design specifications and total plant design procedures, which should help industry by providing procedures for the inspection of structures and plant.

In playgrounds, in the past, the swings had wooden seats which could cause injury if a child were struck on the head. Design work by Rapra has helped to introduce a swing seat which is much lighter, without any loss of strength.

It is surprising, in this country at least, that scientists should concern themselves with producing imitation grass, but apparently it is becoming increasingly costly for the local authorities to maintain their sports fields and Rapra has carried out a considerable amount of work on 'non-turf' cricket pitches. The centre has even produced artificial snow.

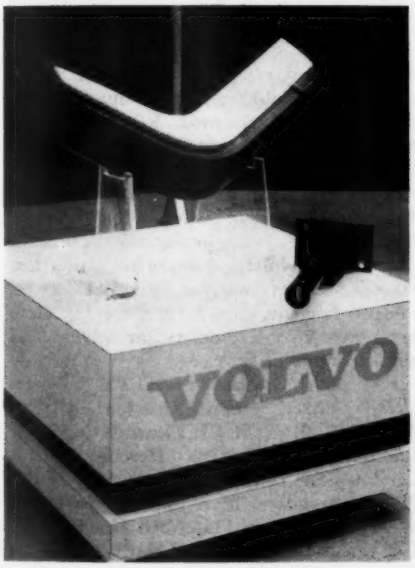
A new building has now been opened at the centre at Shawbury so that Rapra has more space for test facilities of various types, for developing new plant and equipment and finding new applications for products.

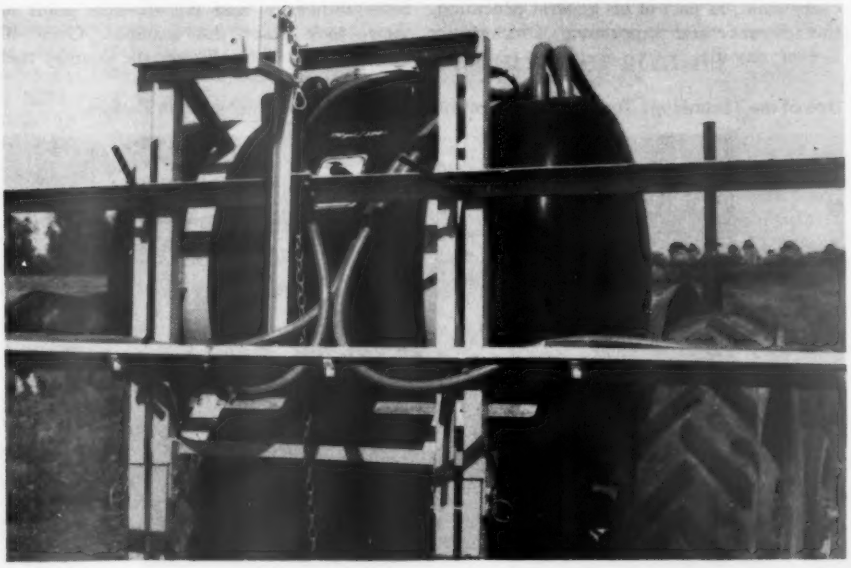
Covering 1,000m² it is called the polymer product development centre and is intended to provide a comprehensive range of services for engineers who are either involved in, or thinking about using, polymers or polymer products.

Rapra is hoping to attract more clients from industry, particularly from the smaller engineering firms where rubber or plastic may perhaps represent only a small proportion of the product. Market research has shown that there have been many cases where development of products has been inhibited by a lack of skills and facilities for polymer engineering.

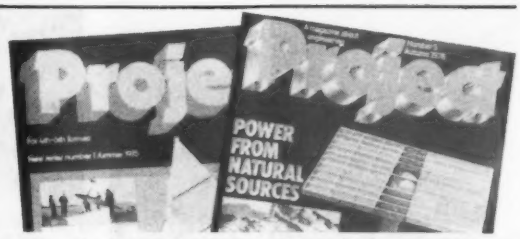
For further information on Rapra and its activities: Marketing Unit, Rapra, Shawbury, Shrewsbury, SY4 4NR.

Left : a section of a Volvo bumper with its shock absorbing mounting. It was evaluated with the help of a unique computer controlled dynamic impact testing machine. Right : a Dorman crop spraying unit. Rapra investigated the method of manufacture and materials used for the tank.





PETT – Project: engineers and technologists for tomorrow



In a recent speech at Ruskin College, Oxford, the Prime Minister said 'I have been concerned to find that many of our best trained students who have completed the higher levels of education at university or polytechnic have no desire to join industry. Their preferences are to stay in academic life or find their way into the civil service.'

There has been much discussion of the problem of the dearth of quality and quantity entering industry as professional engineers and technologists. Many answers are put forward ranging from the lack of status, job security, poor remuneration, better prospects overseas, etc., which all undoubtedly have an effect on the shortage and quality of professional engineers in industry today. However the people concerned with PETT (project-engineers and technologists for tomorrow) suggest a lack of information as one of the main causes – and are actually doing something about the situation – as much as staff and finance allows.

Since its instigation over 10 years ago PETT has been trying to create a climate of opinion more favourable to engineering and technology, to plan a campaign to improve the public understanding of the achievements and the importance of the professional engineer and the technologist; and by this means to ensure that a higher proportion of the ablest young people choose engineering or technology as a profession.

Within both government and industry concern has centred on the increasing numbers of schoolchildren and students who have been turning away from careers in technology and engineering, which posed a real threat to the quality of technological manpower. Increasing concern is being shown in the educational world concerning the implications of technology for general education and various projects are now under way to bring home to every child, as part of his general education, the relevance and importance of technology in everyday life.

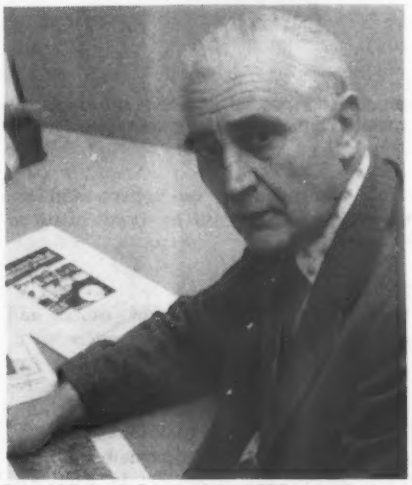
PETT (funded by the Department of Industry) whose 46 members are made up of government departments, public and private industry, the engineering profession and educational bodies, have a number of tools by which schoolchildren can be informed (and it is an informative, rather than a recruitment, exercise) of the career opportunities open to them as professional engineers in industry.

Time has shown that 'selling' professional engineering as a career to students at the early sixth form level is far too late – their options having been made much earlier when deciding, for instance whether to take maths and physics at 'O' and 'A' level – or opt for the somewhat easier options of arts orientated subjects.

PETT, although active amongst the 8-12-years-old (through its grants to the Molecule Club where the aim is to stimulate interest in science through the theatre) is mainly active amongst those in the 14-18-year-old bracket. The travelling exhibitions 'Engineering and the Environment', 'Technology Today', and 'School Sciences and Everyday Life', are continually touring schools throughout the country. An extensive film library is also available and a full colour magazine – *Projects* – is circulated to most secondary schools in the country once each term – all aimed at projecting professional engineering in industry as a well worthwhile career.

With the customer being British industry in its widest context most of PETT's efforts are aimed at bringing the two separate worlds of the classroom and industry together by both encouraging – and supporting – teachers to get out into industry to see the opportunities and problems which their student could one day face, and by placing students in an industrial environment to see for themselves what goes on on the other side of the factory gates.

A particularly successful exercise – both from industry's and the students point of view – took place this summer. Over 40 sixth formers from all over the country met for three days at Kings College London to gain an insight of college life for a potential engineering student. This was followed by groups of two or three spending two days with various companies seeing for themselves career opportunities that British industry could offer – a worthwhile exercise from both industry's and the students point of view judging by all reports received. PETT have given the lead and are now waiting to see if other industries and local educational interests follow suit.



Ronald Fall, chairman of the PETT committee.

The committee is also interested in the activities and further development of the Science and Technology Regional Organisations (SATROs), of which there are now 18. This interest is shared with the Standing Conference on Schools Science and Technology, one of whose primary aims is the provision of a national framework for the SATRO's in their efforts of bringing industry to the classroom and vice versa.

As part of the PETT drive to improve both the quality and quantity of young engineers available to industry many different courses are pursued. With the *Daily Express* a national project work competition for both schools and further education training establishments known as the 'Young Engineer for Britain Competition' has just been launched. With thousands of pounds in prizes from industry, it seems likely that this exercise will increase the interest taken by students in engineering by encouraging them to approach local industry for advice and obsolete material.

For further details of PETT's activities please contact Michael Critchley (01-928 2345 ext. 492), PETT Central Office of Information (HR 718), Hercules Road, London SE1 7DU or the secretary of the PETT committee, Bryn Jones, Department of Industry, Room 114, Abell House, John Islip Street, London SW1 4LN (01-211 4259).

One of the Technology Today touring caravans, attracting schoolchildren from Carlisle.

How the SRC plans to make best use of reduced budget

In its eleventh annual report published last week* the Science Research Council discusses its financial situation and 1976 programme review, outlines the need for continued support of basic research, provides a summary of its plans and explains the new methods being used to support research in universities and polytechnics.

The Council's budget for 1975/76 was about 4 per cent lower (in real terms) than in 1973/74 and, since a large part is spent on international subscriptions under treaty and on other relatively inflexible items, there has been a severe reduction in the Council's disposable resources for research. The cumulative effect of successive public expenditure cuts announced since 1973 is that by 1980 the Council's budget in real terms is expected to be at least one-sixth less than in 1973, and this now calls into question its ability to support the balanced programme which is necessary to fulfil the responsibility given by the government 'to sustain standards of education and research in the universities'.

In planning its programme in the light of these reducing resources the Council has concluded that while it could make considerable changes in the pattern of expenditure between fields and on new techniques for basic research in many areas, it could not further accelerate the planned rate of increase of technological research without reducing the support of research in other important fields below a viable level. The plan produced by the Council for 1976-81, assuming funds decline at about 2 per cent a year, runs down the nuclear physics and space programmes to the minimum level consistent with proper exploitation of international subscriptions.

Expenditure on astronomy and space research would be reduced from the present £26 million a year to less than £20 million of which the subscription to ESA is about £6 million a year. The remaining £13 million is about the minimum required to sustain a reduced programme of ground-based astronomy and to take advantage of experimental opportunities on ESA satellites and those financed by other countries. The financial constraints on the Council are such that it will be necessary to phase out the valuable Skylark rocket programme and it is most unlikely that the SRC will be able to finance another British satellite.

Expenditure on engineering would be increased from the current £11 million a year to about £17 million a year, with the extra funds devoted to special programmes of national importance such as the Teaching Company scheme and Marine Technology.

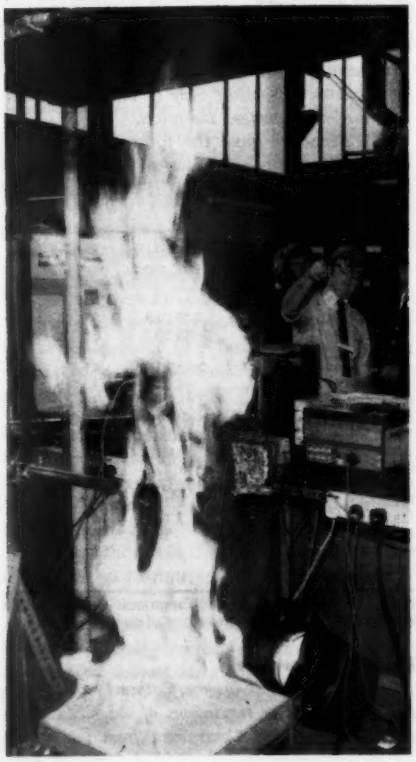
Expenditure on research in the science fields would increase slowly from £21 million to £23 million with priority given to the provision of new facilities to help UK research workers have access to powerful modern techniques using neutron beams and synchrotron radiation which can only be provided on a national basis. Regrettably, to do this direct support of research through university grants will have to be reduced by about 1 per cent a year.

The number of new, postgraduate studentships offered each year would be maintained at about 3,400 (15 per cent less than were offered in 1975). By 1980, the Council expects it will be able to offer studentships to fewer than 13 per cent of those graduating in science and engineering.

* Report of the Science Research Council for 1975/76 published for SRC by HMSO. Price £1.75 net.

Studying flame, smoke and gases

At the Fire Research Station, scientists are developing a system that can examine the nature and fluctuation of the flame, smoke and gases that go to make a fire. The results should provide information on the speed and intensity with which a fire can spread in a particular building and help with the planning of fire precautions and escape routes. It will also be applied to the testing of the combustion characteristics of materials, improving the accuracy of tests of fireproofing based on exposure to furnace fires.



Wind-powered generator for secondary school

The use of a new wind-powered generator provided a vivid demonstration of the vital role that energy plays in our lives, Dr John Cunningham, Parliamentary Under-Secretary of State for Energy with special responsibility for energy conservation, said in Fleetwood last week.

Dr Cunningham was presiding at a ceremony at Larkholme secondary school to inaugurate the switching on of the generator. During the morning he had visited Lancashire County Council to discuss the success of its energy conservation programme.

He told an audience of teachers, governors and pupils at the school: 'Your generator is a most suitable way, given the location of the school, to dramatically demonstrate the importance of energy. And to illustrate the importance of taking most advantage of whatever non-finite energy resources – or as they are sometimes called – renewable resources – are available.

He added: 'This experiment with a wind-driven generator (as it is technically called) is, in addition, an excellent way of developing energy consciousness in young people. It is a vivid way of demonstrating the vital role that energy plays in our lives.

'The wind generator project includes all the important aspects of the energy scene in miniature – energy conversion (from wind to electricity) energy storage (in a battery) and energy use and application.

Dr Cunningham said: 'The day when the oil runs out will come sooner or later. We cannot put off for ever the day when the North Sea runs dry. But we can delay it. We can give ourselves time, by using our oil, and all our other forms of energy – gas, coal, electricity, more sensibly, less wastefully than we were doing before 1973 and less wastefully than we are still doing, to a large extent, today.'

The 3kW wind generator is designed to provide a continuous electricity supply through battery storage. It was an integral part of the original design for the building, and local weather records indicate that the Larkholme site is likely to be most suitable for the generator.

In the autumn and winter, the electricity produced will be used for heating soil in the greenhouse, a science display of working models and engines, and external school lighting in the evening.

In spring and summer it will be used for plant propagation and heating in the greenhouse, for producing distilled water for the school's laboratories, for refrigeration of specimens used in science lessons, and for illumination and water circulation in the fish tank.

Underwater strains

Transducers (CEL), the Reading-based Unitech company that specialises in strain gauge instrumentation systems, load measuring and related activities, has recently been chosen by Hawker Siddeley Dynamics in Stevenage to contribute to a Ministry of Defence underwater research programme.

Hawker Siddeley Dynamics is making 'Sting Balance', a delicate scientific measuring instrument which is corrosion-free and comprises a machined cylindrical stainless-steel bar about 6 in diameter and 3 ft long. It can be used to measure the forces and moments on a scale model attached to it, and will be used to test an underwater model at the Admiralty Research Laboratory in Teddington.

Parliament

Monday, 18 October

British Overseas Trade Board

Mr Michael Morris (Northampton South) asked the Secretary of State for Trade: 'Why and by how much the government is proposing to cut the British Overseas Trade Board's activities in the financial year 1977-78?'

'The government has recognised the need to cut public expenditure and to make economies in the cost of civil service manpower,' replied Mr Dell. 'I have asked the BOTB to contribute to these economies by reducing its direct expenditure for next year by about £700,000 out of a total of about £19 million at current prices, and by a reduction of 100 out of 1,050 in manpower over the next 18 months. I am advised by the board that these measures will involve some curtailment of its services but will not damage the main thrust of its promotional activities.'

Motor car imports

Questions on the import of motor cars from Japan were asked by Mr J. W. Rooker (Birmingham, Perry Barr) and Mr W. W. Hamilton (Central Fife).

Mr Dell said: 'I have made clear to the Japanese authorities our concern about levels of car imports into this country. The Japanese industry told our industry in July that they did not foresee any conspicuous change this year in their share of the British market. I will continue to keep a close watch on the figures.'

Mr Eric Moonman (Basildon) asked how many cars were imported from Eastern Europe; what percentage this is of the total numbers imported from all sources from 1 January 1977 to the latest available date; and what were the numbers in 1975 and 1976.

Mr Meacher said that 20,144 cars were imported from Eastern Europe in the year 1975 and 12,498 in January-August 1976. This last figure represents 3.6 per cent of total imports.

Mr Moonman also asked for figures showing the numbers of cars imported to and exported from Great Britain from 1 January 1976 to the latest available date; compared with the comparable period in 1974 and 1975, and for similar figures in respect to Japan.

Mr Meacher gave the following information for cars taken from the published *Overseas Trade Statistics of the United Kingdom.*

	Jan-Aug 1974	Jan-Aug 1975	Jan-Aug 1976
Total number imported	252,050	321,206	344,521
of which: Japan			97,967
Total number exported	395,137	380,308	357,900
of which: Japan			594

Dumping

Mr Frank Hooley (Sheffield, Heeley) and Mr Walter Padley (Ogmore) asked about action taken against the dumping of special steels in the UK.

Mr Meacher replied: 'The British Independent Steel Producers Association submitted a series of anti-dumping applications covering various types of special steel from Japan, Spain, Austria and Sweden. The Japanese case was handled by way of joint EEC/UK talks with the Japanese authorities, with an outcome certainly better than we could have achieved by formal anti-dumping action. Regarding the other cases at our request the European Commission have approached the Swedish and Austrian authorities. On Spain I have just had Bispa's report on the recent industry to industry talks, whilst some progress has been made I do not believe it fully meets our industry's needs and consequently I have today signed an order imposing a provisional charge to duty on Spanish stainless steel imports,' (see also *Trade and Industry*, 22 October, page 222).

Mr Kenneth Lomas (Huddersfield West) asked who is responsible for submitting information on dumping.

'Initially it is for an industry seeking anti-dumping action to provide reasonable prima facie evidence of dumping and material injury,' said Mr Meacher. 'The Department of Trade recognises, however, that in some cases it is not possible for industries to provide all the evidence to establish a prima facie case from their own resources and in such cases it endeavours to help industries to obtain any missing information. When a case has been announced for full investigation, all interested parties have the right to submit any relevant information they may have.'

'How many applications on dumping have been received in the past 12 months?' asked Mr Lomas.

'In the 12 months to 30 September 1976 the department received 39 formal applications for anti-dumping action under the Customs Duties (Dumping and Subsidies) Act 1969,' said Mr Meacher.

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Leslie Huckfield
Robert Cryer

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Imports of ready-made clothing

Mr Arthur Blenkinsop (South Shields) inquired about action being taken to limit the import of ready-made clothing.

Mr Meacher answered: 'Most imports of clothing from the main low-cost suppliers are now subject to controls. A very close watch is also being kept on unrestricted imports and action is being taken whenever these threaten further disruption.'

Imports of coal

Mr Dennis Skinner (Bolsover) asked for a list of those countries exporting coal to the UK together with the latest tonnages and prices.

Mr Meacher gave the following information for January to August 1976 derived from the import statistics under SITC(R) heading 321.4:

	Metric tons	Average value per Metric ton
		£ cif
Australia	1,248,028	21.78
USA	538,993	38.13
Federal Republic of Germany	106,216	41.95
Netherlands	93,611	23.09
Poland	93,308	29.48
Belgium (and Luxembourg)	57,123	28.80
North Vietnam	20,244	33.39
Soviet Union	19,918	24.32
Irish Republic	11,479	18.46
South Africa	9,010	34.42
Morocco	5,914	40.00
France	3,130	47.35
Bulgaria	590	50.00
Norway	110	121.33
Canada	7	19.14

Note: Average values are not true prices. The figures are affected by differences in the kinds of coal imported.

Import controls

Mr Teddy Taylor (Glasgow, Cathcart) asked for a list of the laws or regulations of the EEC which would prevent HM Government from introducing

controls, levies or quotas on imports from the EEC and the rest of the world, respectively.

Mr Meacher answered: 'The main provisions of the Treaty of Rome relating to controls, levies or quotas on imports are: Articles 9-11, which prohibit customs duties on imports from other member states and require the adoption of a common customs tariff on imports from the rest of the world; Articles 30-37 which prohibit quantitative restrictions on imports from other member states; Articles 108 and 109, which permit a member state to take general protective measures including restrictions on imports from all sources, but only in consultation with the commission and with the approval of the Council of Ministers; and Articles 110-116 which concern the EEC's commercial policy towards the rest of the world, and, as extended by a large number of community legal instruments, lay down the procedures to be followed by member states when they wish to change their arrangements for imports from third countries on a specific case by case basis. In addition, but only until the end of 1977, Article 135 of the Act of Accession 1972, by which the UK joined the EEC, allows the government to apply to the commission for protective measures if serious difficulties arise in a particular sector of the economy or in a particular region: the measures can apply to other member states as well as to the rest of the world, but the eventual choice of measures lies with the commission.'

Sir Frederick Bennett (Torbay) asked what assurances have been received, and from which countries, that there would be no retaliatory controls on British exports in the face of continuing selective import controls in the event of their extension.

Mr Meacher said: 'The government has received no such assurances, though retaliation is not permissible against anti-dumping or countervailing duties imposed in accordance with the Gatt code on anti-dumping.

'"Voluntary Restraint" arrangements by definition would not attract retaliation.'

Russian shipping rates

Mr Peter Blaker (Blackpool South) asked the Secretary of State for Trade for a statement about the progress of his discussions with the governments of other countries affected by the uneconomic cutting of freight rates by Russian shipping.

Mr Clinton Davis replied: 'My rt hon friend and I have discussed the issue with a number of ministers abroad. It is also under continued consideration in international bodies. As a result of our initiative in raising these matters more countries are recognising the seriousness of the problem. Broadly coordinated action is needed and this is increasingly forthcoming.'

UK/Soviet Credit Agreement

Mr Peter Blaker (Blackpool, South) asked how much of the line of credit extended to the USSR by the right hon member for Huyton in 1975 has been taken up to date.

Mr Meacher said, 'The total value of contracts placed to date under the agreement is approximately £42 million.'

Mr Blaker asked what would be the cost to the taxpayer, assuming current interest rates, of the export credit interest rate subsidy given under the line of credit if the whole of the line of credit is fully used, on those assumptions considered realistic about the period of repayment.

Mr Meacher said, 'The rates of interest applicable under the UK/Soviet credit agreement are dependent on a number of variables, including the size and value of individual contracts. They are also subject to periodic review. The agreed rate payable to the clearing banks in respect of export credit finance also varies. It is therefore not possible to produce a realistic estimate of the cost of such credit for the USSR.'

Trade deficit with EEC

Mr Neil Marten (Banbury) asked: 'What is now the visible trade deficit with the EEC on a balance of payments basis for the last 12 months?'

Mr Dell answered, 'In the 12 months ended June 1976 the latest period for which such information is available, the deficit was £2,237 million.'

Capital Life Assurance Co Ltd

Mr Gordon Wilson (Dundee East) asked for a progress report on investigations into complaints against Capital Life Assurance Co Ltd.

'We have been inquiring into a number of complaints about the terms on which some insurance policies were sold by the company's agents,' said Mr Clinton Davis. 'Those inquiries are now completed and the matter has been referred to the Crown Agent.'

Company investigations

Mr Ted Fletcher (Darlington) asked for a list of companies whose accounts are under investigation by the Department of Trade.

Mr Clinton Davis said, 'The department's powers of inquiry are not restricted to the accounts of a company but can cover also the conduct of its affairs. At present 59 inquiries are being carried out under section 109 of the Companies Act 1967, and 46 inquiries are being carried out under sections 164/165 of the Companies Act 1948.'

Bankruptcies

Mr John Gorst (Hendon North) asked how many bankruptcies there were during the first nine months of 1976; and how these figures compare with those of the previous three years.

Mr Clinton Davis gave the numbers of bankruptcies in the UK during the first nine months of the relevant years as follows:

1973	2,847
1974	4,063
1975	5,513
1976	5,349

The figures are totals of receiving orders and administration orders in England and Wales, sequestration orders in Scotland, and adjudication orders, protection orders and administration orders in Northern Ireland, made in the periods. These three sets of figures are broadly comparable.

Royal Commission on the Press

Mr Jonathan Aitken (Thanet East) asked for a statement on the government's proposals for implementing the interim report of the Royal Commission on the Press.

Mr Dell stated, 'The initiative for implementing the report is with the industry. Managements and unions are working together at top level in the Joint Standing Committee for the National Newspaper Industry. The committee announced on 12 October that it had reached agreed recommendations on a range of matters which are central to the Royal Commission's findings. If the committee's recommendations are adopted by the organisations represented on it, discussions will be carried forward at House was well as industry level.'

Bermuda Air Services Agreement

Questions about the renegotiation of the Bermuda Air Services Agreement were asked by Mr Tom Arnold (Hazel Grove); Mr Norman Tebbit (Waltham Forest, Chingford); Mr Robert McCrindle (Brentwood and Ongar) and Mr Robert Adley (Christchurch and Lymington).

Mr Dell replied: 'The first round of negotiations with the United States for a new air services agreement was held in London on 9 and 10 September. A programme of further meetings was agreed, designed to lead up to a new agreement before our notice of termination of the Bermuda Agreement comes into effect on 22 June 1977.

'Our principal reason for serving notice of termination of the Bermuda Agreement is that a substantial revision of the rights covered by that agreement is needed in order to achieve a more equitable balance of benefits overall.

'The most direct means of achieving this is to bring the routes which both sides can operate into better balance. The other principal change we are seeking is to establish an effective means of regulating capacity, on an equitable basis between the airlines on both sides. A second round of talks begins in Washington today.'

Toyota distribution centre in UK

Mr Eric S. Heffer (Liverpool, Walton) wanted to know the present position regarding the establishment of a Toyota distribution centre in Great Britain; whether it is likely to be at Bristol or on Merseyside; and what action is being taken to apply IDC controls to this case.

Mr Williams said, 'An application by Toyota (GB) Ltd for an IDC at Bristol was refused because the original project was mobile and suitable for an assisted area. The company thereupon changed the project's design so as to avoid the need for a certificate. I understand that the local authority has given planning permission for the revised scheme.'

Department of Industry responsibilities in Scotland

Mr Malcolm Rifkind (Edinburgh, Pentlands) asked the Secretary of State for Industry for details of those matters for which his department would be responsible in Scotland, after the implementation of the government's present devolution proposals.

Mr Williams answered, 'My rt hon friend will be responsible in Scotland, as in the rest of Great Britain, for industrial policy, certain aspects of regional industrial policy, and industrial research and development as well for the British Steel Corporation the Post Office, British Aerospace and British Shipbuilders.'

Company statistics

Mr Percy Grieve (Solihull) asked how many civil servants are employed in the Economics and Statistics Division 6A (1) in obtaining from shareholders information as to the capacity as to

which they hold their shares; and what is the cost of the inquiry.

Mr Huckfield said, 'Six civil servants for part of their time equal to half a man year. The cost of the inquiry, which is part of a wider survey of share ownership, is approximately £3,500, including processing the results.'

EEC cigarette tax structure

Mr William Whitlock (Nottingham North) asked what consideration has been given to effects upon the British cigarette industry and upon smoking habits in the UK of the operation in the UK of the Common Market cigarette tax structure as from the beginning of 1978.

Mr Williams replied that the decision to implement and apply the harmonised tax structure on tobacco was the responsibility of the Chancellor of the Exchequer. 'My department were involved in the preceding discussions with the industry and consulted on the final decision,' he continued. 'My department has given careful consideration during this time to both the balance of interest of the industry and the market structure that might develop. These will be kept in mind until the final details of the tobacco duty structure to apply in the UK from 1 January 1978 have been decided.'

Mr Whitlock also asked the Secretary of State for Prices and Consumer Protection, what would be the consequences to the consumer of the operation in the UK of the Common Market cigarette tax structure.

Mr MacLennan said, 'The effect of adopting the EEC structure depends partly on how the government makes use of the considerable degree of choice which that structure allows, and partly on how the manufacturing companies respond. During the coming months, Treasury ministers will be considering very carefully how this structure should be applied from the beginning of 1978, and the interests of the consumer will be one of the many factors which will be weighed.'

NHS spectacles

Mr Gwilym Roberts (Cannock) referred to the recent Price Commission report on the cost and availability of spectacles and asked if the Secretary of State for Prices and Consumer Protection would fix the prices of many types of spectacles and ensure that opticians display a full range of available National Health frames.

Mr Maclennan answered that, with the Secretary of State for Social Services, Mr Hattersley was discussing with the professional and other bodies concerned all aspects of the findings of this report.

Tuesday, 19 October

Minerals

Mr. T. H. H. Skeet (Bedford) asked for a list of the detailed functions of the Minister of State for Industry with respect to minerals.

Mr. Varley said that Mr Williams gave him full assistance in formulating policies aimed at ensuring a continuing supply of relevant minerals to meet the requirements of UK industry. 'Within this overall policy it is our aim to encourage the exploration for and exploitation of indigenous resources so as to minimise dependence on imports,' he went on.

Unpaid official appointments

Mr David Knox (Leek) asked for a list of bodies (official and non-official) to which the Secretary of State for Industry has the right to make unpaid appointments indicating for each body the number of such appointments.

Mr Huckfield gave the following list:

Body	Unpaid appointments
Advisory Committee on the Census of Production	15
Advisory Committee for the Paper and Board Industry Scheme	6
China Clay Council	1
Clothing Industry Scheme Advisory Board	5
Committee for Industrial Technologies	15
Committee for Materials Handling	9
Committee for Terotechnology	18
Corrosion Committee	15
Industrial Technologies Education and Training Committee	25
Information and Publicity Committee	6
Cotton Industry War Memorial Trust	8
Design Council	29
Design Council Scottish Committee	16
Ferrous Foundry Industry Scheme Advisory Committee	8
Furniture Development Council	16
Industrial Development Advisory Board	11
Northern Industrial Development Board	12
North West Industrial Development Board	10
South West Industrial Development Board	9
Yorks and Humberside Industrial Development Board	10
Iron and Steel Employees Readaptation Benefits Scheme Advisory Committee	7
Laboratory of the Government Chemist Requirements Committee	3
Manufacturing Machinery Advisory Committee	7
National Computing Centre Ltd	7
National Electronics Council	3
National Maritime Institute Board	8
Post Office Review Committee	8
Requirements Boards:	
Chemical and Minerals	13
Chief Scientist's	40
Computers, Systems and Electronics	10
Engineering Materials	7
Requirements Boards:	
Garment and Allied Industries	8
Mechanical Engineering and Machine Tools	7
Metrology and Standards	10
Ship and Marine Technology	9

Regional assistance

Mr Richard Wainwright (Colne Valley) asked for figures showing the total value, at August 1976 prices, of the assistance granted to each region of the United Kingdom, under special regional schemes, in each of the last five years.

Mr Williams replied that the information was not available in the form requested, but gave the following table, showing estimated expenditure at current prices in the principal assisted areas for 1970/71 to 1974/75.

Mr Wainwright also asked for a list of all Department of Industry regional grants, incentives, premiums and similar schemes in the last five years.

Mr Williams replied that the following assistance was available between 1960 and 1972:

1 building grants;
2 loans and grants, the latter normally for unusual initial expenses in or removal costs to the Development Areas; and
3 the provision of sites and factories

In addition investment grants at preferential rates were available in the assisted areas up to 1970.

Since 1972 the main measures have been:

1 regional development grants; from March 1977 mining and construction industries will no longer qualify for this grant;
2 selective financial assistance under section 7 of the Industry Act 1972;
3 grants to encourage the movement of service industries to the Assisted Areas, introduced in 1973, of which an announcement of an increase in the rates was made on 11 October 1976; and
4 the provision of sites and factories.

Encouragement of investment in industry

Mr Hugh Jenkins (Wandsworth, Putney) asked what inducements are offered to encourage private investment in industry; and to what extent they have succeeded.

Mr Williams replied: 'The most important general investment incentives are the 100 per cent first year allowance for expenditure on plant, machinery and vehicles and the 54 per cent initial allowance for industrial buildings. Regional development grants are also available on plant, machinery and buildings. In addition, regional selective financial assistance is available for employment – creating investment in the assisted areas, and, nationally for particular sectors through the industry schemes. A variety of other instruments – like the current Price Code and the form of stock relief – are also framed in such a way as to give an inducement to invest.

'Although the depth of the recent recession makes it difficult systematically to quantify the effectiveness of the total package of incentives, there is no doubt that they make a major impact on businessmen's investment decisions and the overall level of investment. The selective incentives are particularly

REGIONAL PREFERENTIAL EXPENDITURE TO PROMOTE INDUSTRIAL INVESTMENT AND EMPLOYMENT
ESTIMATED DIVISION BETWEEN ASSISTED AREAS

	1970/71	1971/72	1972/73	1973/74	1974/75
					£ million
Northern Development Area					
Total expenditure	90	78	66	92	122
North West Region					
Total expenditure	59	49	40	53	89
South West Assisted Areas					
Total expenditure	7	6	5	7	11
Yorkshire and Humberside Intermediate Area					
Total expenditure	0.5	3	2	10	16
Scotland					
Total expenditure	98.1	87.2	85.2	108.6	146.3
Wales					
Total expenditure	50.7	44.7	53.6	65.7	81.5

Notes: All figures are gross and include payments to nationalised industries.
The major items included are Regional Development Grant, Selective Financial Assistance under Section 7 of the Industry Act 1972, Local Employment Act assistance, Regional Employment Premium and the Investment Grant differential (estimated) in favour of the Assisted Areas.

effective: for example the Accelerated Projects Scheme, just closed, has generated or brought forward projects worth nearly £700 million.'

Accelerated Projects scheme

Mr John Moore (Croydon Central) referred to the question on 13 October by Mr Jeffrey Rooker (Trade and Industry, *22 October page 188*) *and asked which companies received the £77 million assistance under the Accelerated Projects Scheme; and where in the regions mentioned in the answer the projects took place.*

Mr Williams said 'In accordance with the arrangements notified to the House on 31 July 1974, names of companies to be provided with assistance will not be published by the government until the quarter following the first payment. The following names have already been published in *Trade and Industry* in this way; Lucas Industries Ltd. Ransome Hoffman and Pollard Ltd, Cyanamid of Great Britain Ltd and Dow Chemical Company Ltd. In addition, assistance has been provided with the approval of the House to two further companies; BP Chemicals International Ltd and Lindsey Oil Refinery Ltd.'

Mobil oil

Mr John Moore (Croydon Central) asked when meetings began between Mobil Oil and the Department of Industry to discuss assistance.

'Negotiations about assistance for the fluid catalytic cracking unit first started in the first week of June this year,' said Mr. Williams

Mr Moore also asked: 'On what date during the parliamentary recess £10.3 million financial assistance was offered to Mobil Oil?'

Mr Williams said '29 September 1976.'

'How many jobs will eventually result at Coryton in the Thurrock constituency from the construction of the £70 million fluid catalytic cracker unit?' asked Mr Moore.

Mr Williams said that in the next two to three years, the project would provide an average of some 850 construction jobs, reaching a peak of 1,700, in the locality. The project would also give rise to about 50 permanent jobs. The purpose of the grant was to bring forward investment as part of counter-cyclical policy.

British components in foreign aircraft

Mr Lewis Carter-Jones (Eccles) asked the Secretary of State for Industry, what action is being taken and what support is being given to ensure that as far as possible there shall be British components, airframe parts and engines in foreign produced aircraft.

Mr Huckfield answered, 'The common aim of the British aerospace industries is to maximise their share of all profitable business in the international civil aircraft market. The government fully supports this aim and, so far as foreign aircraft are concerned, my department, in conjunction with the British Overseas Trade Board, the Department of Trade and Export Credits Guarantee Department offers our firms all possible help to sell their products to overseas aircraft manufacturers, whether the user airlines are foreign or British.'

British Overseas Trade Board

Mr Taylor asked: 'What is the total membership of the British Overseas Trade Board; and how many of its members have specific experience of selling British goods abroad, excluding general public relations ventures on behalf of British manufacturers as a whole?'

Mr Meacher answered, 'The British Overseas Trade Board has 23 members. Twelve presently hold posts in industry and commerce which provide current experience of selling British goods and services abroad. Of the remaining 11, one is an industrial adviser to the department with substantial previous experience of selling goods and services abroad, two are leading trade unionists and one is the deputy director-general of the CBI. The balance, mainly representing departmental interests, have experience highly relevant to the task of the board. They include, for example, the present head of ECGD and the deputy secretaries supervising the divisions in the Departments of Trade and Industry most closely concerned with the export of goods and services.'

Company returns

Mr David Mitchell (Basingstoke) asked how many companies annual returns are made to the Registrar of Companies; and what is the estimated number of companies whose annual returns had not received within 10 months of the end of their financial year.

Mr Clinton Davis replied: 'About 658,800 companies currently registered are required to submit annual returns to the Registrar of Companies for England and Wales. Of these, at present some 211,535 have not submitted returns within 10 months of their normal made-up date. The comparable figures for Scotland are 30,600 and 4,000 respectively.'

Trade deficit with Federal Republic of Germany

Mr Bryan Gould (Southampton, Test) asked how the annual rate of the United Kingdom deficit in trade with Germany in manufactured goods for the first eight months of 1976, at an annual rate, compared with the figures for 1970; and whether there had been any improvement since Chancellor Schmidt said in April that the £ sterling was undervalued.

Mr Meacher said, 'For the first eight months of 1976, the United Kingdon's crude trade deficit in manufactures (that is, the difference between exports fob and imports cif) with the Federal Republic of Germany was, at an annual rate, £928 million compared with £87 million for the corresponding period in 1970.

'The annual rate of the deficit for January to April 1976 was £926 million and that for May to August 1976 was £930 million.'

Volume of trade

Mr Gould asked for a table showing the percentage increase in the volume of exports and imports of manufactured goods in each month since April 1976 by comparison with the same month in the preceding year.

Mr Meacher gave the following information:

Increase in the volume of manufactured goods compared with a year earlier

Seasonally adjusted percentages

	Exports	Imports
1976 April	18.2	14.6
May	3.5	14.2
June	13.8	13.4
July	4.6	9.4
August	14.3	2.2
September	11.6	12.3

Anti-dumping legislation

Mr Michael Shersby (Hillingdon, Uxbridge) asked for a list of the orders made since February 1974 imposing tariffs, quotas or other restrictions on imports into the United Kingdom; and indicating which of these were made as 'anti-dumping' orders.

Mr Meacher replied, 'In addition to the orders listed the following order has been made: SI No. 1179 The Countervailing Duty Order 1976.'

Mr Teddy Taylor (Glasgow, Cathcart) asked how often the government had taken action to control imports under anti-dumping legislation over the most recent 12-month period listing the goods and nations of origin in which anti-dumping controls are at present in force.

Mr Meacher said that seven anti-dumping or countervailing duties were imposed under the Customs Duties (Dumping and Subsidies) Act 1969 in the 12 months to 30 September 1976. In addition satisfactory price undertakings were obtained during the period in respect of five products exported from 11 countries.

The products and countries of origin covered by anti-dumping or countervailing duties currently in force are:

Product	Country of origin
Pearled barley	West Germany
Saccharin	Republic of Korea
Calcium ammonium nitrate	Republic of South Africa
Louvred doors and panels	Taiwan
Polyester fibres	Romania
Ladies raincoats	Hong Kong
Men's high fashion leather footwear	Brazil
Pig iron and cast iron	East Germany
Alarm clocks	The People's Republic of China

'What powers has the Secretary of State for Trade to control imports to Great Britain apart from those stemming from anti-dumping legislation?' asked Mr Taylor.

Mr Meacher said, 'I have powers under the Import, Export and Customs Powers (Defence) Act 1939 to prohibit or regulate the imports of goods into the UK. In addition, I have powers to control imports into the UK which relate specifically to cocoa under the International Cocoa Agreement Act 1973, and to hops under The Hops (Import Regulation) Order 1961 made under the Agricultural Marketing Act 1958.'

EEC anti-dumping powers

Mr Taylor asked if it is the policy of the Secretary of State for Trade that persons or industries with complaints about dumping should make their complaints to his department after the powers to take action against dumping are assumed by the EEC Commission.

Mr Meacher replied, 'Applicants for anti-dumping action will have the option of making their initial approach either through the Department of Trade anti-dumping unit or directly to the commission. It is expected that most UK applicants will take the former course. But where a UK industry is involved along with other community industries in an application being co-ordinated by a European trade association it is clearly sensible that the approach should normally be to the commission through that channel. In all cases the advice of the UK anti-dumping unit will be available.'

'Will the Secretary of State for Trade seek to establish from the EEC commission whether it is the commission's intention to operate dumping controls in respect of individual member states or in respect of the community as a whole when the commission assumes responsibility for anti-dumping procedures?' asked Mr Taylor.

Mr Meacher answered: 'The community are empowered to take anti-dumping action where there is material imjury to a major part of a community industry. This makes it possible in many cases to act in defence of industry in only one or more member states. There is also provision in certain cases for action to be taken on behalf of the producers in a particular region.'

British Airway's financial objective

Mr Russell Kerr (Hounslow, Feltham and Heston) asked if the Secretary of State for Trade had set the British Airways Board a financial objective in accordance with section 50 of the Civil Aviation Act 1971.

'Yes,' said Mr Clinton Davis. 'My rt hon friend has required the British Airways Board to achieve an average rate of return on mean net assets of 11 per cent over the four financial years 1975–76 to 1978–79.'

Price Check

Mrs Audrey Wise (Coventry South West) asked for a statement about the price of 'Price Check' goods and services at the end of the scheme in August.

Mr Hattersley's answer is on page 273.

Wednesday, 20 October

British companies employing South African workers

Mr J. W. Rooker (Birmingham, Perry Barr) asked the Secretary of State for Trade to name the British companies employing South African workers who have refused to co-operate with his department in supplying on a regular basis information relating to the wages and conditions of South African workers.

Mr Dell replied: 'No, but I expect to be able to do so by the end of the year when all the firms concerned will have had a reasonable opportunity to respond in the light of my rt hon friend's guidance issued on 12 December 1975. I look to any firms concerned which have not so far published information, and which will be unable to do so before the end of the year, to clarify their intentions publicly as soon as possible.'

Company returns

Mr Ivor Clemitson (Luton East) asked how many registered companies failed to make an annual return as required by law in each of the last three years; and what proportion this constituted, in each case, of the total number of registered companies and how many prosecutions have been brought against these companies.

Mr Clinton Davis gave the following figures:

Calendar year	Companies on the Register at 31 December	Number of annual returns received	Apparent default %	Number of prosecutions	Successful prosecutions
1973	599,505	420,018	30	3,355	1,523
1974	598,379	565,824	5	2,201	1,133
1975	592,243	529,833	10	2,635	1,540

This information, which relates to companies registered in Great Britain, is contained in the annual reports to parliament required by section 451 of the Companies Act 1948.

Financial assistance to industry

Mr Clemitson asked what proportion of financial assistance to industry under the Industry Act 1973 has gone to co-operative and common ownership enterprises in each of the years since the passing of the Act.

'Information on the amount of grants provided under Part I of the Industry Act 1972 to co-operatives and common ownership enterprises is not available,' said Mr Williams. 'Selective assistance has been provided to four such enterprises under section 7 of the Industry Act 1972 and to one under section 8. Details of offers are given in the following table:

£ million

	1972/73	1973/74	1974/75	1975/76
Section 7	—	0.002	5.10	0.021
Section 8	—	—	4.95	—

Total payments to industry under Section 7 and 8 during this period are as follows:

0.4	31.4	46.8	104.7

Unpaid official appointments

Mr David Knox asked the Secretary of State for Trade to publish a list of bodies (official and non-official) to which he has the right to make unpaid appointments and indicating for each body the number of such appointments.

Mr Meacher gave the list as follows:

Body	Unpaid appointments
Advisory Committee for New Script-Writing Fund	8
Advisory Committee on Historic Wreck Sites	19
Advisory Panel for the Overseas Project Group	9
Air Travel Reserve Fund Agency	7
British Overseas Trade Advisory Council	49
British Overseas Trade Board	17
Census of Distribution Advisory Committee	17
Cinematograph Films Council	19
Committee of Enquiry into Industrial Democracy	10
Departmental Committee to consider the law on Copyright and Design	9
Export Guarantee Advisory Council	9
Insurance Advisory Panel	17
Investment Insurance Advisory Committee	5
Middle East Navigational Aids Service	2
Northern Lighthouse Board	1
Policyholders Protection Board	9
Simplification of International Trade Procedures Board	1
Standing Advisory Committee on Patents	12
Standing Advisory Committee on Trade Marks	13

Imports of motor cars from EEC

Mr Bryan Gould asked what percentage of the cars sold in the UK by American firms manufacturing cars in the UK were imported from the EEC six either assembled or completely knocked down; what proportion of their UK output was exported in each case to the EEC six; and what proportion of their sales in the EEC six was imported from the UK.

Mr Meacher said: 'A little over 6 per cent of new UK registrations in 1975 of cars made by Chrysler, Ford and General Motors were imported from the EEC six; it is estimated that about 2½ per cent of their output in the UK was exported to the EEC six; between 1 and 2 per cent of new registrations in the EEC six of cars made by these firms were imported from the UK.

'This information in respect of individual firms or countries is not available.

'Information for the UK is available up to September 1976 but for the EEC six as a whole to 1975'.

Trade deficit with EEC

Mr Teddy Taylor asked what was the size of the trade deficit with the EEC and the rest of the world, respectively, in the most recent available 12 month period.

Mr Meacher said that the latest available figures for our trade by area on a balance of payments basis relate to the second quarter of 1976. He gave the following table:

UK BALANCE OF TRADE WITH THE EEC AND THE REST OF THE WORLD
VISIBLE TRADE BALANCES

£ million, balance of payments basis seasonally adjusted

	EEC	Rest of world	Total
1975 3rd quarter	−668	−321	−989
4th quarter	−552	−130	−682
1976 1st quarter	−392	−81	−473
2nd quarter	−625	−415	−1,040
12 months ending June 1976	−2,237	−947	−3,184

Steel industry in Europe

Mr Gordon Wilson (Dundee East) asked what representations have been made regarding the future of the steel industry in Europe.

Mr Huckfield answered: 'On 27 August M Simonet, the European commissioner responsible for steel, discussed his proposals for measures to counter recessions in the European steel industry with my hon friend the minister of state. We are keeping in touch with both public and private sectors of our industry about this issue.'

Thursday 21 October

Report on Trade Descriptions Act

Ms Maureen Colquhoun (Northampton North) asked when the Secretary of State for Prices and Consumer Protection intended to publish the report on the review of the Trade Descriptions Act 1968, which was carried out under the chairmanship of the former Director General of Fair Trading.

Mr Fraser's reply is on page 274.

Supervision of securities market

Mr Ioan Evans (Aberdare) asked the Secretary of State for Trade: whether he is now in a position to report the conclusion of his department's review of the arrangements for supervising the securities market.

Mr Dell's reply is on page 271.

Trade in motor cars with EEC Six

Mr Bryan Gould (Southampton, Test) asked for a comparison of the volume and value of trade in motor cars with the EEC Six in each direction in 1976 to date with the estimate made at the time of the publication of the white paper on the economic consequences of joining the EEC.

Mr Meacher answered that at the time of the white paper no estimates were made of the level of trade in passenger motor cars expected in 1976. Recorded trade in the first eight months of this year was as follows:

TRADE IN PASSENGER MOTOR CARS WITH THE EEC 'SIX' IN JANUARY/AUGUST 1976

Imports into the UK		Exports from the UK	
Thousands	Value £ million cif	Thousands	Value £ million fob
216	361	43	71

Selective import controls

Mr Paul B. Rose (Manchester, Blackley) asked if the Secretary of State for Trade would impose selective import controls on micro-electronic equipment and cars from Japan and South East Asia.

Mr Meacher replied: 'Following inter-industry discussions about cars in July the Japanese forecast no conspicuous change in their share of the UK market; we are watching developments closely. We will consider any proposal which is put to us about micro-electronics, but the interests of the user industries would have to be taken into account. The £10 million micro-electronics support scheme is already in operation to help strengthen our micro-electronic capability, this sum of money was planned to be used over a period of seven years, of which there are three years remaining. The Industry Strategy Sector Working Group on Components is discussing other measures to improve our productive capacity.'

Heavy electrical plant industry

Mr Ted Fletcher (Darlington) asked what representations have been made by firms and trade unions employed in the heavy electrical plant industry in the North East on the uncertainty about future orders.

Mr Cryer said: 'I have received a number of representations from both sides of the industry and have explained that the CPRS is making an urgent study of the industry's problems to assist the government in determining what might be done to meet them.'

Friday, 22 October

Trade in manufactured goods

Mr Gould asked for the values of manufactured goods exported to and imported from: (a) the original six EEC countries and (b) the Federal Republic of Germany, for each year since 1970.

Mr Clinton Davis gave the following information:

£ million

	EEC 'Six'		Federal Republic of Germany	
	Imports cif	Exports fob	Imports cif	Exports fob
1970	1,292	1,453	500	404
1971	1,519	1,603	593	426
1972	2,034	1,836	776	468
1973	3,088	2,504	1,253	628
1974	4,445	3,450	1,698	798
1975	4,890	3,977	1,745	1,000
January-September 1976	4,867	4,105	1,723	1,002

Export orders in engineering industry

Mr Bryan Gould (Southampton, Test) asked for information about the current state of export order books in manufacturing industry generally, and in engineering particularly; and how the recent fall in the value of the pound sterling has affected these orders.

Mr Clinton Davis replied: 'Index numbers of export orders for the engineering industries up to July are published in *Trade and Industry* (22 October) and export orders by tonnage for new merchant shipbuilding are published up to the second quarter of this year in the *Monthly Digest of Statistics* (table 91). These publications are available from the library of the House; statistics of export orders are not collected for other manufacturing industries.

'New engineering export orders have been encouraging with marked growth in recent months, and there was a modest increase in new export orders for ships in the second quarter. Engineering order books however have not yet commenced to recover and orders-on-hand for exported ships have continued to fall.

'It is too soon for the orders figures to have been affected by the recent fall in the sterling

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exchange rate and it will never be possible to isolate the precise effect from many other factors, expecially rising costs, that simultaneously determine competitiveness and trading performance.'

Scientific and technical information

Mr Gwilym Roberts (Cannock) asked if the Secretary of State for Industry has plans to improve access by UK industry to accumulating scientific and technical knowledge.

'Yes.' said Mr Kaufman. 'The Department of Industry is to participate jointly with the British Library, the Chemical Society and the Institution of Electrical Engineers in forming a company to develop and operate "on-line" computer-based search services on scientific and technical information files. Parliamentary approval for loans to this company by the department will be sought in a Supplementary Estimate for the General Industrial Research and Development Vote, Class IV, Vote 3. Pending that approval, any necessary expenditure within a ceiling of £20,000 will be met by repayable advances from the Contingencies Fund. The expenditure envisaged in 1976/77 will be contained within the existing provision in Supply Estimates and also within the Cash Limits set for the current year under Block DI 2.'

Devolution

Mr Malcolm Rifkind (Edinburgh, Pentlands) asked which matters the Department of Industry would be responsible for in England, but not in Scotland, after the implementation of the Government's present devolution proposals.

Mr Cryer said that the Secretary of State for Scotland would continue to administer selective financial assistance under Section 7 of the Industry Act 1972. 'Otherwise,' he continued, 'my responsibilities in England will remain the same as those in Scotland except for the English equivalents of the responsibilities to be discharged by the Scottish Executive in relation to certain functions of the Scottish Development Agency.'

Overseas Projects Group

Mr Michael Morris (Northampton South) wanted to know the expenditure of the Overseas Project Group during the years 1973-74, 1974-75 and 1975-76; the forecast for 1976-77; and the value of contracts won by British firms assisted by the group over the same period.

Mr Clinton Davis replied: 'The information on the direct support for exporters by the Overseas Projects Group, through the Overseas Projects Fund, for the years 1973/74 and 1974/75 is available from the Appropriations Account and amounted to £156,358 and £172, 411 respectively. Expenditure in 1975/76 was £674,007. The published estimate for 1967/77 is £850,000. (NB. These figures do not include the staff costs of the Overseas Projects Group.) The total value of contracts won by British firms which relate to commitments for assistance from the Overseas Projects Fund over the whole period amounted to over £174 million.'

Insurance companies and pensions

Mr Robert McCrindle (Brentwood and Ongar) asked what was the change in real and percentage terms in the total investments of insurance companies and pension funds between the first quarter of 1975 and the first quarter of 1976; with separate figures for the changes applying to direct investment in industry through ordinary shares, preference shares or debentures.

Mr Clinton Davis gave available information in the table below. He explained that the figures of holdings are in respect of 31 December because information on investments held by insurance companies and by private and public sector pension funds, other than those of local authorities, is collected only in respect of 31 December each year. Corresponding figures for local authority pension funds are collected in respect of 31 March, and have been adjusted to make them approximately comparable with the other figures for the end of the year. There are important differences in the valuation of holdings by the different institutions; holdings of insurance companies are at book values or nominal values while the holdings of pension funds are nearly all at market values. Net investments are at cash values and differ appreciably from the change in holdings because of differences in valuation. Investments cover purchases of existing shares as well as new issues and cover the shares of commercial and financial companies as well as industrial companies. Separate figures for the latter are not available.

Mr McCrindle also asked what percentage of the assets of insurance companies was invested in public sector securities, company securities such as ordinary shares, preference shares and debentures and in industrial and commercial mortgages and loans on 31 March 1976.

Mr Clinton Davis replied: 'Figures of the book value or nominal value of assets held by insurance companies are collected only in respect of 31 December each year. At 31 December 1975 the percentage for UK public sector securities, company securities and mortgages and loans in the UK were 26, 34 and 6 per cent respectively. The figure for company securities includes unit trust units and overseas securities; that for mortgages and loans covers all UK mortgages and loans, except those for house purchase.'

Thorn factory at Skelmersdale

Mr Michael McGuire (Ince) asked what government grants, loans, tax concessions, etc., are available to encourage manufacturers to move into the former Thorn factory in Skelmersdale.

Mr Cryer said: 'Skelmersdale new town forms part of the Merseyside Special development area. As a result the full range of regional industrial incentives (regional development grant, regional selective assistance and regional employment premium) is on offer to firms setting up or expanding there. Investment by a manufacturer would qualify for the normal first year allowance of 100 per cent against corporation tax.'

Answering a further question, Mr Cryer said that the Department of Industry would continue to give Skelmersdale the highest priority in the steering of new mobile projects. Working closely with the Skelmersdale Development Corporation the department would bring the attention of industrialists to the availability in Skelmersdale of vacant sites and factories including the factory formerly used by Thorn Colour Tubes Ltd.

	Holdings of investments at end of year				Net investment in 1975	
	1974 £ m	1975 £ m	Change £ m	Change as a percentage of holdings at end of 1974	£ m	As percentage of holdings at end of 1974
Total investments	33,750	42,140	8,390	25	4,820	14
Investment in company securities (including unit trust units)	12,670	17,730	5,060	40	1,680	13
of which:						
Ordinary shares (including unit trust units)	8,880	13,760	4,880	55	1,600	18
Preference shares	340	350	10	2	40	11
Debentures	3,450	3,620	170	5	40	1

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Publications

Consumer protection: official publications

The growth of the consumer protection movement in recent years was further reinforced by the passing of the 1973 *Fair Trading Act* and the subsequent establishment of the Office of Fair Trading in November of that year. As a consequence of these events the already extensive literature in this field took on a new dimension with the increased publication activity of the OFT and other government sponsored agencies. This short note on OFT and associated publications seeks to underline the variety of official literature now available, both from HMSO and directly from OFT. A useful overview of the whole field can be found in the recently published Central Office of Information pamphlet *Fair Trading and Consumer Protection in Britain* (HMSO 1976).

Those items published by HMSO will be found in the latest edition of *Government Publications Sectional List No. 3: Departments of Energy, Industry, Prices and Consumer Protection, Trade* (89 pages. Available free from HMSO 1976.) A seminal work, still available from HMSO, is the *Molony Report, Consumer Protection Committee: Final Report* (Cmnd 1781. HMSO 1962), worth reading for the light it throws on subsequent developments. The *Annual Report of the Director General of Fair Trading for the year 1975* (HC 288 1975–76. HMSO 1976) provides a résumé of the year's work in the OFT and shows the continuing development of this innovation in British consumer protection.

There is no single statistical source for data in the consumer protection field: the relevant figures are to be found in a variety of periodical publications. The main aggregates and some important components are to be found in the annual *Blue Book: National Income and Expenditure*, prepared by the Central Statistical Office (latest 1965–75. HMSO 1976). The CSO also prepares the *Annual Abstract of Statistics* (latest 1975. HMSO 1976) and the *Monthly Digest of Statistics* (latest September 1976. HMSO) in which relevant data on wages and prices together with other domestic financial categories are listed. Another CSO publication, *Economic Trends* (latest September 1976. HMSO) presents monthly compilations of key economic indicators and articles of special interest, some of which relate to the consumer field. For example, the February 1974 issue examined private sector housing land prices in England and Wales while the movements in the retail price index from April 1973 to April 1975 were analysed in the September 1975 issue.

The Department of Employment's *Family Expenditure Survey* (latest report 1974. HMSO 1975) is useful for the insight it provides into the expenditure of private households in the UK. This annual publication is a unique fund of important economic and social data, much of it directly relevant to in-depth analysis of consumer activity. Also compiled by the Department of Employment and crucial to any study of incomes and prices is the *Retail Price Index:* this is published monthly in the *Department of Employment Gazette* (latest September 1976. HMSO) and in abbreviated form in *Trade and Industry*. All of the above economic data can be usefully supplemented by the social indicators which form the basis of the CSO annual *Social Trends* (latest No. 6, 1975. HMSO 1975). The objective of this publication is to present a selection of statistical series relating to social policies and conditions which will illuminate the way in which society changes and develops. The importance of these insights for the study of consumer behaviour can be demonstrated by noting some of the areas covered by *Social Trends*: health; housing; leisure; education; and population – all aspects of life which are as determinate of the modern consumer society as are the basic economic facts with which the reader is probably more familiar. All of the above mentioned publications are available from HMSO.

Unless otherwise indicated the following items can be obtained free from the Office of Fair Trading, Field House, 15-25 Breams Buildings, London EC4A 1PR. A valuable key to the increasingly diverse literature on consumer protection is provided by the *Consumer Bibliography*, compiled by Susan Samuel (43 pages. Office of Fair Trading. 1976. £0.50). This is a select list based on the holdings of the OFT Library and contains approximately four hundred entries grouped under the following six headings: general; advertising; consumer credit; consumerism and marketing; and, finally, nationalised industries and the consumer. The *Work of the Office of Fair Trading* (24 pages. OFT 1976) is a recently published detailed account of the work and responsibilities of the OFT and is primarily intended for serious students. A more specialised area of the OFT's jurisdiction is presented in the *Guide to Registration 1976: Restrictive Trading Agreements and Recommendations relating to Services* (29 pages. OFT 1976). This booklet is designed to assist those who may be affected by the implementation of the *Restrictive Trade Practices (Service) Order, 1976* (SI 1976 No. 98. Available from HMSO) but it can also serve as an introduction to the subject as a whole. The Consumer Credit Act 1974 placed wide responsibilities for the licensing of credit institutions with the OFT. *Do you need a licence?* (31 pages. OFT 1976) has been produced for the benefit of those who may need to apply for a Consumer Credit licence. It also contains general information about the 1974 Act. The provision of the necessary information is fundamental both to consumer protection in general and to the successful realisation of the OFT's consumer awareness objective in particular: it is these precepts which prompted the publication of *Fair Deal*: a shopper's guide (28 pages. OFT 1976) which is intended to provide concise but adequate knowledge on consumer's rights. It also includes notes on much of the relevant legislation, complaints procedure and the help available from both local authorities and central government agencies as well as details of other organisations active in the consumer protection movement.

The OFT has prepared a series of leaflets dealing with voluntary codes of practice agreed between trade associations and the Office. Those published so far include three titles in the *For Your Protection* series. These are *Electrical Servicing*, which concerns the servicing of domestic electrical appliances, *Cars*, which covers the purchase, maintenance and repair of vehicles, and *Package Holidays*, in which the codes of conduct drawn up by the Association of British Travel Agents for tour operators and travel agents are examined. A developing trend is illustrated by the various examples of publication produced jointly by the OFT and other organisations concerned with consumers. One such item is the leaflet *How to put things right*, published by the OFT and the British Standards Institution. This contains advice for consumers on the provisions of the Sale of Goods Act. Another more substantial example of joint publication was the six part series *Marketing and the Consumer*, which was originally published in the magazine *Marketing*. Each part, also available separately from OFT, provided a forum in which prominent figures from business, marketing, consumer's organisations and journalism gave their views on quality, standards and other topics of interest in the consumer field. This brief survey has indicated some of the more important existing official publications in this rapidly developing area of public interest.

Catalogues of government publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of government publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

UK retail trade: a comprehensive analysis

A Study on Retail Distribution in Britain. Economist Intelligence Unit. (2 vols. 700 pages. Available from the Economist Intelligence Unit, Spencer House, 27 St James's Place, London SW1A 1NT. 1976. £175.) The importance of the retail sector in modern industrial societies is both obvious and many-sided: as a point of final sale it is, for most people, the 'market' – that area where the exchange of money for goods and services takes place. As such the retail industry acts as a primary determinant of many levels of economic activity or, alternatively, the particular levels of retail activities can serve as key economic, and to some degree social, indicators. Fundamental to any investigation, however, is precise, up-to-date information and, in the case of retail business, these two volumes provide the necessary source for both intensive and extensive study. Their principal object is to present a comprehensive analysis of the main aspects of the retail sector in Britain during the past five years.

The study as a whole is presented in two volumes: *Retail Trade* and *Major Retail Organisations and Advertising*. The first volume features an introduction in which the text is outlined in some detail. Following this, in section B, is a general comment on trends and developments in retailing as a whole. This is given in terms of the changing mood of the industry and the political and economic climate within which it has to operate. This section also poses problems which will confront the retail trade in the short and medium term future. Section C contains the full and detailed sector and sub-sector analysis of trends in the annual value and volume of turnover for the period 1971 to 1975. Comparative value figures are also presented for 1961 and 1966. The data is further broken down into type of retailer. Many other details are included in this commentary on each sub-sector, for example turnover per outlet and seasonality of sales for 1961, 1966, 1971 and 1975.

The fourth section of volume one, section D, sets out a detailed analysis of the pattern of retail turnover in 1971, by sector and sub-sector, of the eight standard regions of England plus Scotland and Wales. In a comparative analysis key aspects of each region's performance are set in the context of the national pattern and then, for each region, turnover by the three types of retail outlet is examined. Within each region comparable data is presented for each of the major conurbations and all towns with a population in 1971 in excess of fifty thousand. In total, seven conurbations and 57 individual towns are separately treated, while a summary table is included for each region so that comparisons may be readily drawn between the key elements of retail trade in a region as a whole and in its major population centres. This first volume closes with two appendices: the first outlines the methodology adopted in converting the value of sales to volume terms used in section C; the second appendix contains definitions of the principal terms used in the study.

Volume two, *Retail Organisations*, opens with section E which identifies multiple retailers with 50 or more outlets according to the sector or sub-sector in which their business is concentrated. Section F develops this area of retailing and provides profiles of the fifty largest multiple retailers. These reveal the trend in retail turnover during the past few years, the number of outlets, floor area, the number of employees as well as the pattern of advertising expenditure. The Co-operative movement is examined in section G: this consists of a study of its recent organisational development, a breakdown of regional sales, dividend information together with key data on the 15 largest societies. More profiles are presented in the next section, which is an account of the position of voluntary groups and chains in both grocery and non-grocery sectors. These profiles cover all of the leading voluntary groups and incorporate notes on the development of this important area, which now accounts for 20 per cent of grocery sales. Section J, the final section of this report, is an analysis of press and television advertising expenditure by retail organisations for the period 1971-75, including a sector and sub-sector tabulation.

The depth and scope of this study should ensure it a continuing place as a standard reference work on the retail trade and, in order to maintain this position, it is hoped that future revisions will be made available.

Comecon: five-year plans

Comecon to 1980, by David Lascelles (268 pages. Financial Times Publishing Department, Business Enterprises Division, Financial Times Limited, 10 Bolt Court, Fleet Street, London EC4A 3HL. 1976. £50.00. ISBN 0 900671 62 9). The purpose of this newly published study is to present an in-depth analysis of the economic plans of Comecon's seven European members; namely the USSR, Bulgaria, Czechoslovakia, the German Democratic Republic, Hungary, Poland and Romania. Although Cuba and Mongolia are also members of Comecon, they have been excluded from this study in order to concentrate on the seven states which form a more or less cohesive economic group. The basic sources from which the author derives much of the hitherto widely fragmented information include five-year plans and their resolutions or enactments, national statistical handbooks and yearbooks. He also consulted the ministries and officials of the countries concerned and many UK and European trade and economic organisations.

The study opens with an extensive contents list and a country by country key to the 270 maps, tables and charts. A metric conversion table and list of abbreviations precede the introduction which consists of an extended note on the procedure, structure and importance of the five-year plan. Definitions and explanations of terms used in the text conclude this section. The bulk of the volume is made up from the seven country studies and the initial overview of Comecon.

All of these sections are arranged in a uniform pattern commencing with a sectional contents guide and an compilation of basic statistics. Then follows a guide to the documents cited and a growth conversion table. The Comecon exposition and each of the national surveys then introduces the relevant five-year plan by means of a comprehensive discussion of its formation, structure, targets and implementation. The implicit and explicit investment intentions embodied in the appropriate five-year plan are then investigated. Industrial planning and projects follow next, beginning with general survey and then proceeding to an industrial sector evaluation. The categories studied include engineering in general, electrical and mechanical engineering, metallurgy, chemicals, minerals, light industry and transport. Within the eight main sections further five year plan analysis is undertaken for energy, agriculture, living standards, population, and foreign trade. The text is amplified by the presence of numerous charts and tables containing some very up-to-date information and much of the statistical data has been extrapolated by the author and is unique to this publication. Five appendices follow the main text and comprise: a fact sheet on Comecon, a list of Comecon's associated international bodies, a summary of east-west trade 1971-75, sources of information of use for further research, and a country by country series of addresses useful in trade transactions. The importance of this volume is twofold. Its publications facilitates access to extensive data which should be useful both to business and commerce and also to academic studies concerned with Soviet and East European economic development. Its appearance also coincides with the recent and continuing growth in east-west trade: the volume thus meets a current need for information sources in this important area of international economic activity.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £10 for 250 copies of a page or part-page, plus 50p for each additional 125 copies; carriage extra.

European community news

UK aims for constructive community energy policy role

Following the meeting of EEC energy ministers in Luxembourg on 19 October Tony Benn, Secretary of State for Energy, gives his views on the development of a community energy policy in a statement to 'Trade and Industry'.

The council of 19 October was the first of three energy councils I have attended over the last 16 months at which ministers got down to a realistic and informal discussion of energy policy. We are indebted to the Dutch president, Herr Lubbers, for making this possible.

I made it clear that I do not believe that the disappointing lack of progress since the crisis of 1973 is due to obstruction. The real problem has been that the community has not succeeded in getting to the root of the difficulties it faces in formulating energy policy.

First, the subject is extremely complex. For example, the forecasts of individual fuel industries have to be reconciled. There are also very long lead times – it can take up to ten years, for example, from deciding to build a power station to bringing it onstream; it may even take 25 years to reap the full benefit of energy conservation measures.

Second, there is no point in pretending that conflicts of interest do not exist. They exist within individual member states, as our own national energy conference in June demonstrated, as well as between member-states. For example, the conflicting interests of consumers and producers have to be reconciled.

This means that the problem is essentially political and not technical and progress therefore depends on a meeting of ministerial minds and an injection of political will. And we need to build upon the foundation of an analysis of common problems and interests.

Tony Benn and Dr Dickson Mabon, Minister of State for Energy, represented the UK at the 19 October council meeting. Community ministers considered a document from the commission which was intended as a basis for drawing up guidelines for future work on energy policy.
The debate was a wide-ranging one and no decisions were required.
The council may meet again in December to consider its programme of future work.

Against this background, patience and perseverance are needed. But I also believe that we need to proceed on the basis of an open debate of the issues and options facing us, backed up by the publication of the basic information required to fertilise that debate.

An open debate, of the kind we are having on energy policy in the UK, can help to formulate public opinion and this could be an important factor in developing a community energy policy.

Moving on from this, I argued strongly that since the community's basic energy problem is its dependence on imported energy it ought first to protect energy resources within the community and the investment in them. This is where a minimum safeguard price (msp) for oil comes in.

Alone of the member-states the UK will be self sufficient in energy in the 1980s. Over a quarter – 27 per cent – of the community's total investment in energy up to 1985 will be British. For coal it will be 33 per cent and for oil 51 per cent.

We want to protect that investment and I believe that the community should wish to do so too, for the protection afforded by an msp applies just as much to member states' nuclear investment as to their investment in oil, gas or coal.

Commercial North Sea oilfields are and will produce oil at less than seven dollars a barrel. But, if we in the UK are to develop our coal industry – as we must do because of its long term crucial importance – and if we are to develop more marginal oilfields in the North Sea then we need the assurance that investment in these resources will not be undercut by a temporary fall in energy prices.

I made the point that we in the UK have coal available for export and I would be pleased to see it burned in power stations in other member states where coal is now being imported from outside the community.

I believe that the argument for protecting the energy resources and investment within the community – however unlikely it is that the price of oil will fall below seven dollars a barrel – is making headway in the community. I believe it is in all member states' interests to protect their investment in all energy sources – oil, coal, gas and nuclear – and I shall certainly promote the idea. Finally I want to say that our aim is to play a constructive role in the development of community energy policy, and that will certainly be our purpose when we assume the presidency of the council on 1 January.

Jet and JRC on research agenda

Gerald Kaufman, Minister of State for Industry, and Alex Eadie, Parliamentary Private Secretary for Energy, represented the UK at the meeting of EEC research ministers in Luxembourg on 21 October.

On the agenda were the community's joint European Torus (Jet) thermonuclear fusion project and the commission's proposals for the next four-year programme at the joint research centre (JRC).

Ministers made useful progress in agreeing a number of technical issues to clear the way to a site decision. For example, a consensus was reached on the cost of the project between the participants and on the legal framework within which Jet would be executed.

In their discussion on the JRC, ministers were broadly agreed that the commission's proposals provided a generally acceptable basis for the next four-year programme. Mr Kaufman said that he welcomed the efforts made to improve the activities and cost effectiveness of the JRC, but added that substantial financial and staff economies were needed. Economies in national research programmes had to be reflected within the community, he said.

Ministers agreed that the understandings they had reached both on Jet and the JRC were provisional until a decision had been taken on the site for Jet. The council will resume discussions on both topics at a further meeting on 18 November.

Mr Crosland hopes for understanding on fisheries this weekend

Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs, said that it was his 'hope and expectation' that EEC foreign ministers, who are meeting in the Hague today and tomorrow (29 and 30 October), would be able to reach an understanding both on the extension of fishing limits on 1 January and on the opening of negotiations with third countries. Speaking in the House of Commons on 20 October, Mr Crosland was reporting on the discussion of fisheries questions at the meeting of the EEC foreign ministers in Luxembourg last week (18 and 19 October). He was accompanied at the meeting by Secretary of State for Scotland, Bruce Millan.

He said that EEC ministers had had a full discussion on two matters of immediate concern to the United Kingdom – the date of the extension of fishing limits of member states to 200 miles, and the opening of negotiations with third countries with which the community would require agreement on access.

'We were not aiming', he said, 'on this occasion to discuss the revision of the common fisheries policy. There was very strong support in the council for a collective extension of limits on 1 January 1977 and for the early opening of negotiations with third countries, above all with Iceland. It was, however, argued as against this that final decisions should not be taken until the council had dealt with certain aspects of the internal community fisheries regime, especially with the width of the exclusive coastal belt, on which there were of course conflicting views.

'As a result of this disagreement, it was not possible to take the decisions which we wanted. I made it clear that the opening of negotiations with Iceland is a matter of the greatest importance and urgency and that the proposed timetable, which envisages a first formal meeting with Iceland early in November, must not be delayed.'

Ministers sign EEC-Bangladesh agreement

A five-year commercial co-operation agreement was signed between the EEC and Bangladesh during the meeting of EEC foreign ministers on 19 October.

For the community, this agreement forms part of the course of action outlined in the declaration of intent annexed to the treaty of accession on the development of the community's trade relations with the developing independent Commonwealth countries in Asia.

For Bangladesh – one of the severely affected countries, due to the present international economic crisis – which has had diversified and historical trade links with the community, the commercial co-operation agreement provides the necessary institutional framework for exploring many other possibilities and areas for trade and economic co-operation.

The importance given by the agreement to the definition of the aims and methods of commercial and economic co-operation invests it with an appreciably wider scope than a traditional commercial agreement, thus paving the way for a new type of relationship between the two parties, whose only links hitherto were certain sectoral agreements.

In the first place, in trade relations between the two parties, the agreement provides for the reciprocal grant of most-favoured-nation treatment and the highest degree of import and export liberalisation as supplied by the two parties to third countries in general.

Both parties further undertook to promote the development and diversification of their mutual trade to the highest possible level, mainly by encouraging contact and co-operation between their economic organisations, and to endeavour to increase their economic and commercial co-operation in third countries.

The joint commission set up under the agreement will be the central body responsible for attaining the objectives of this agreement. It will ensure the proper functioning of the agreement and, formulate and recommend all practical measures for achieving these objectives. It will also study and devise ways of overcoming trade barriers, recommend measures for progressive adaptation of marketing structures and endeavour to encourage the development of purposeful economic and commercial co-operation between the two parties. In the same spirit, it will also ensure the proper functioning of the sectoral agreements existing between both parties.

In the course of its work, the joint commission will take due account of the development plans and the needs of the economy of the People's Republic of Bangladesh as one of the least developed among developing countries and of the development of the community's economic, industrial and scientific policies and its environment policy, together with the economic development level of the contracting parties.

Subject to approval by the contracting parties, the joint commission may put on its agenda co-operation under mutually satisfactory conditions, on the development and use of natural resources, and in such other fields as might prove to be of special importance in terms of the trade potential of Bangladesh and relevant to the improvement of the export opportunities of Bangladesh.

The agreement also includes an exchange of letters in which the community states its readiness to bind the tariff reductions and suspensions which it has already granted autonomously in respect of certain products of special concern to Bangladesh, such as fish, tea and certain categories of cow, sheep, goat and other forms of hides and skins.

In a statement annexed to the agreement the community also announces its willingness to take account of the great importance given by Bangladesh in its efforts to improve the generalised system of preferences and to examine within the joint commission the possibility of further tariff adjustments as a means of promoting the expansion of trade with Bangladesh. Bangladesh for its part agrees to identify the sectors which are of particular concern to it.

The agreement is to enter into force on the first day of the month following the date on which the contracting parties notify one another of the completion of the necessary procedures. It has been concluded for a five-year period and is thereafter renewable annually, should neither of the parties denounce it six months before the expiry date.

The agreement may be amended at any time to make allowance for any new developments on the economic scene or changes in the economic policies of either party.

EEC-Greece: procedure for negotiations

A ministerial meeting was held in the margins of the 18 and 19 October council between the community and Greece to discuss the procedure which will be adopted in the Greek accession negotiations.

This was the first meeting at ministerial level following the formal opening of negotiations in Brussels on 27 July.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Oils, fats and oilseeds. Regulation (EEC) 2489/76 amending regulation (EEC) 2197/76 on the putting up for sale of olive oil held by the Italian intervention agency (*Official Journal* L283, 14 October 1976).

Fish and fish products. Regulation (EEC) 2491/76 terminating the temporary prohibition on the importation of frozen hake and saithe and fillets thereof and of fresh, chilled or frozen whole cod (*Official Journal* L283, 14 October 1976).

Wine. Corrigendum. The *Official Journal* L284, 15 October 1976, contains the text of the following correction to regulation (EEC) 2115/76 laying down detailed rules for the import of wines, grape juice and grape must (published in *Official Journal* L237, 28 August 1976):

Art 5, third and fourth lines:
for: '. . . for which a single extract counterstamped.',
read: '. . . for which a single document has been issued or a single extract counterstamped.'.
Article 6, paragraph 1, fifth line:
for: '. . . formalities is . . .',
read: '. . . formalities are . . .'.
Annex I, Form V.I.1, original and copy, A. Certificate:
for: 'is/is not intended for human consumption (a) if intended for direct human consumption and has not been subjected . . .',
read: 'and, where intended for direct human consumption, has not been subjected . . .'.
Annex II, Form V.I.1, original and copy, A. Consignor's declaration:
for: 'if intended for direct human consumption and has not been subjected . . . in question (*), and',
read: 'and, where intended for direct human consumption, has not been subjected . . . in question, and'.

Harmonisation of legislation

Non-automatic weighing machines. The *Official Journal of the European Communities* L236, 27 August 1976, contains the text of directive 76/696/EEC adapting to technical progress directive 73/360/EEC on the approximation of the laws of the member states relating to non-automatic weighing machines.
Further information: Department of Prices and Consumer Protection, Weights and Measures Service, 26 Chapter Street, London SW1P 4NS, tel. 01-834 7032, ext. 129/138.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

New EIB interest rates announced

Meeting in Edinburgh on 20 October the board of directors of the European Investment Bank fixed the following interest rates:

Loans disbursed in several currencies	
duration from five to eight years	8¾ per cent
duration more than eight years	9 per cent
Loans disbursed solely in US dollars	
duration from six to eight years basic rate (seven years)	8½ per cent
duration over eight years basic rate (10 years)	9⅛ per cent
Loans disbursed solely in Swiss francs	
duration from five to eight years basic rate (six years)	6¼ per cent

EIB provides two new loans for BSC

The European Investment Bank, the EEC's long-term finance institution, have announced two new loans to the British Steel Corporation together equivalent to £10.25 million (16.6 million units of account).

They will be used to finance expansion projects at the Consett works in Durham and at the Dalzell works in Motherwell.

Both loans are for a period of eight years at an interest rate of 9 per cent and they bring to £77.15 million the total finance provided by the EIB for the corporation's investment schemes in less than three years.

Previous loans were £8 million for a sinter plant at Port Talbot in South Wales, £12 million for a new bar mill at Thrybergh, Yorkshire, two loans of £14.7 million each for stripmill expansion at Llanwern in South Wales and for burden preparation facilities at the Teesside works in NE England, plus £17.5 million for installation of new coating lines at Shotton, North Wales.

All the projects form part of BSC's 10-year development strategy for modernisation and expansion of the British iron and steel industry.

At Consett BSC are to concentrate local iron and steelmaking on the production of billets and the capacity of the existing billet mill is to be more than doubled to 1,130,000 tons per year. The capital cost of the new investments will be about £17 million, of which £6.75 million is to be covered by the EIB loan.

The project at the Dalzell works plate mill consists of expanding capacity from 250 000 to 350,000 tons per year enabling Dalzell to handle the bulk of BSC plate output over 75mm thick. EIB is contributing a loan of £3.5 million towards the total cost which is in the region of £8.8 million.

EIB members at their annual board meeting in Edinburgh.

Hopes for positive outcome in EEC-Japan trade talks

During discussions with the Japanese government and Japanese industrial circles in the last month, the EEC commission has made clear its deep concern at the continuously rising trend of the community's visible trade deficit with Japan and the extent and rapidity of Japanese imports penetration in a small number of vulnerable but important industrial sectors. This point was made by commissioner Finn Olav Gundelach in a reply to a European parliament question from John Osborne, a British member of the European conservative group.

Members would be aware, Mr Gundelach said, that representatives of member governments, including two heads of government, had expressed similar concern during the same period of time. He said it was likely that this very important matter would be discussed at the European council meeting in November. He added that the commission would certainly not fail to report to the European council in detail its views on the situation.

He explained that during the conversations with the Japanese the commission had emphasised that the present situation was giving rise to growing pressures for protection within the community, but that the commission had maintained that it was neither in the interests of Japan nor in the interests of the community that barriers should be imposed upon trade.

The commission felt that the answer to the problem of the trade balance must lie in a substantial increase in the community's exports to Japan, and in sensitivity on the part of the Japanese to the problems that were created by the speed and concentration of their exports in certain sectors. It was in these directions, Mr Gundelach said, that the commission was seeking answers and he said that he was able to report in general that the commission was being heard. There had been a change in atmosphere and the commission was beginning to make some progress, even if in substance this was not as yet sufficient.

On the import side he referred to the conclusion of an agreement on textiles, and said the commission had also met with a co-operative response on the question of Japanese steel exports and on the export of special steel imports to the UK. 'That worked reasonably well for part of 1976,' he said, 'but it is getting into difficulties now. That is why we have decided to send a forward party to Japan to prepare the mid-November community-Japan steel talks for what will happen in 1977, which is becoming a matter of urgency and great importance.'

Shipbuilding problems, he said, were being discussed in the OECD, so far not with satisfactory results, and the time might come when the community would have to make up its mind on its own on certain issues.

But as far as imports were concerned, the Japanese side had demonstrated a willingness to improve matters – but as yet not enough.

On the exports side, the commission had made some modest but significent progress. It had agreed to proceed on a sector-by-sector study to remove in a general sense non-tariff barriers to trade, and certain specific measures had been taken to improve EEC car exports to Japan. Recently similar steps had been taken with pharmaceutical products.

'We shall proceed in this examination, and these talks with the Japanese Government,' said Mr Gundelach, 'and, later this month with the representative of Japanese industry, Mr Doko.'

Exports from Japan to the community were an important subject, he said, 'We have posed the problem squarely. We have warned the Japanese Government that this cannot go on. We have seen the first sign of comprehension by the Japanese and we are still hopeful that we might come to positive conclusions which will not necessitate the introduction of trade restrictions.'

Minister rejects proposed oil tax

Speaking of the EEC commission's proposals to tackle the EEC milk surplus, at the Dairy Trade Federation's annual luncheon on 20 October, John Silkin, Minister of Agriculture, Fisheries and Food, told the meeting that he was completely against the proposed tax on oils, which would raise the production costs of margarine and a whole range of other foodstuffs.

Mr Silkin continued, 'Another proposal which makes no economic sense is the blanket ban on investment aids'. He said that in its present form, this proposal would make it more difficult to improve efficiency in the milk industry and in the long term it could stand in the way of the objective of lowering prices for the consumer.

The summer's drought had obviously had a serious effect on milk production, Mr Silkin said, but he was sure that it would prove to be no more than a temporary setback. The expansion of the milk industry, he said, must be kept going to reduce the huge bill the UK paid for imported butter and cheese. 'We have just put up the guaranteed price to strengthen the industry's position and give it the confidence to meet the challenge,' he said.

Fiscal council considers VAT draft

Finance ministers of the community met in Luxembourg on 21 October to discuss the draft sixth directive on the uniform basis of assessment for value added tax. Britain was represented by Robert Sheldon, Financial Secretary to the Treasury. Progress was made, but a number of issues remained unresolved and these were passed back to the committee of permanent representatives for further consideration. A further meeting of the fiscal council has been scheduled for 16 December.

EEC regulation on goods imported for testing

The *Official Journal of the European Communities*, L 219 of 12 August 1976, contains the text of EEC regulation no 1990/76 relating to goods imported into the community with a view to being

expended or destroyed, either completely or partially, in the course of testing which is carried out to determine their composition, quality or other technical characteristics, or used in tests to ascertain whether they can be satisfactorily worked or processed by Community equipment.

This relief will operate from 1 January 1977.

HM Customs and Excise have issued a notice (no 374) which explains the importation procedures which must be followed when claiming relief from duty under this regulation. Copies are available from any custom house, office of a collector of customs and excise in the UK or from HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE.

Further information may be obtained from International Customs, Division G, Kings Beam House, Mark Lane, London EC3R 7HE (01-626 1515 ext. 2206).

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

ECONOMIC REPORT: FRANCE

Government moves to beat inflation

This review of the French economy at the close of the third quarter of the year describes the anti-inflation measures adopted by the government last month and the economic developments which led up to them.

France's promised economic recovery lost its momentum in the second and third quarters of 1976*. Government concern is centred on inflation which, with unemployment, has continued to run at a high level. There is also a mounting trade deficit and the franc remains a vulnerable currency.

Economic package

Introducing a package of economic measures on 22 September designed to deal with inflation, Prime Minister Raymond Barre explained that the aim was to keep the increase in prices and wages to 6.5 per cent in 1977.

Short-term measures

Measures in the prices, taxation and monetary field are designed to have an immediate effect. Prices are frozen at their 15 September levels until the end of this year (food and raw materials are excluded). This should hold this year's rate of inflation to 9.5 per cent. Public sector prices will continue to be frozen until 1 April 1977. Increases for public transport, water and rents will not be allowed to exceed 6.5 per cent in the coming year.

An exceptional income tax on 1975 earnings is to be levied at a rate of 4 per cent or 8 per cent according to the amount of tax paid in 1975. The starting point will be tax payments of Fr 4,500 with the higher rate applying to those who paid over Fr 20,000. The latter can acquit themselves of half the payment by subscribing to a state loan. Corporation tax is exceptionally increased by 4 per cent and road tax and petrol prices will also be raised. All these measures should raise Fr 9.6 billion to finance the Fr 6 billion payments to farmers affected by the drought and the current deficit in the social security budget.

On the monetary side, the Bank of France raised its discount rate from 9.5 per cent to 10.5 per cent. Bank base rates subsequently rose. Bank credit remains severely restricted and will only grow by 5 per cent in 1977, while exchange controls have been tightened.

Measures for 1977

Further measures covering the budget, wages, taxation, investment, social security and oil imports will take effect in 1977.

The budget will be in balance with a planned expenditure growth of 13.7 per cent which corresponds to the forecast increase of gdp in money terms. Central government expenditure as a percentage of gdp will be reduced to 20 per cent and money supply growth will be held at 12.5 per cent.

The government will seek to limit wage increases to the maintenance of purchasing power but the present system of wage negotiations will remain. Wages in the public sector will not increase by more than 6.5 per cent and the private sector is asked to follow this norm.

Increases in profits, after an allowance for productivity increases and price increases, will be taxed at 33 per cent if manufactured products rise in price more than 2.5 per cent in six consecutive months. This conjectural levy, as it is known, was introduced in 1975 and applicable to all but the smallest firms and has not been used by the Government before.

A state loan of Fr 3.5 billion will be raised to the benefit of small and medium-sized companies. Depreciation provisions are extended and there are new incentives to increase equity capital. Investment by nationalised industries will rise by 15 per cent.

The standard rate of VAT will be reduced from 20 per cent to 17.6 per cent. This will help to hold prices down when the freeze is lifted and could have a psychological impact in breaking the inflationary cycle. The taxation on higher income groups will be increased by an exceptional tax on 'external signs of wealth' – on pleasure boats for example – and by not fully adjusting tax thresholds for inflation.

To meet the expected shortfall of Fr 13 billion in the social security system's finances, economies will be made on pharmaceuticals and Fr 7 billion will be raised by increasing employers' and workers' contributions to health insurance. Fundamental measures to put social security finance on a firm basis will be decided by May 1977.

Finally, a move to correct the mounting trade deficit oil imports will be limited to Fr 55 billion in 1977.

The French government hopes, therefore, that growth will be export led with investment picking up. But the Conseil National du Patronat Français (the French employers federation), who are the only professional organisation to have given support to the measures, have criticised the weak stimulus to investment. The French government has already indicated that further measures may be expected to deal with the basic problem of structural inflation in the French economy.

Forecasts

Short term

The 1977 budget is based on the following growth targets:

	% volume increases 1976-77
GDP	4.8
Imports	7.1
Exports	9.3
Domestic consumption	4.1
Company investment	3.1
Prices	6.5

Medium term

France's seventh national plan (1976-80) envisages an annual average growth rate of 5.5 per cent to 6 per cent.

Economic background

Output

French gdp is officially forecast to rise by 5 per cent in 1976 (after a fall of 3 per cent in 1975). But industrial production in June was at the same level as in March. An industrial survey completed in September shows an unchanged picture from May. Production of capital goods was very dependent on home demand which was beginning to weaken. Car production, which has been increasing strongly since the recovery began, started to slow in July/August, while production of semi-finished and consumer goods was holding up.

Demand

Industry has 20 per cent spare capacity. Order books deteriorated in August/September but they are sufficient to allow industrialists to expect a moderate growth in production for the remainder of the year. Stocks were relatively normal in July but showed signs of rising slightly in September. Private industrial investment is very weak; forecasts predict a rise of only 1 per cent in the current year.

Foreign trade

The balance of payments showed a substantial improvement in the second quarter with a deficit on current account of Fr 2.9 billion (Fr 6.3 billion in the first quarter). The improvement resulted from an increase on the services account and a reduction in the trade deficit as the rise in imports began to flatten out and with exports picking up.

But the visible trade deficit in August was the worst for two years. Exports at Fr 22,981 million (seasonally corrected) were up by only 0.1 per cent on July and 21 per cent on a year earlier. Imports at Fr 25,442 million in-

* A *Trade and Industry* Special Report – 'Into France: the market on your doorstep' (25 June 1976) – covered the economic situation in the earlier part of the year.

creased by 3.2 per cent over July and 44 per cent on the same month of 1975. The rise in oil imports, falling agricultural exports (due to the drought) and the depreciation of the franc have led to a forecast of a trade deficit of Fr 10 billion in 1976.

Prices
The retail price index (RPI) rose in August by 0.7 per cent after a 1 per cent rise in July. Manufactured products increased by 0.3 per cent and services by 0.7 per cent. In the last six months prices have risen by 4.6 per cent and over the last year by 9.5 per cent.

Wages
Over the last six months of 1976 hourly paid wages increased by 8.6 per cent. Purchasing power (as measured by the crude difference between the increase in wages and the rise in prices) went up by 3.7 per cent. Wages were forecast to rise by 15 per cent for the current year as a whole.

Employment
The unemployed total was 961,700 (seasonally corrected) or 4.7 per cent of the work force at the end of August. This figure has been relatively stable for the last four months.

UK's EEC ambassadors meet in London

UK representatives from capitals of member states together with the permanent representative to the EEC in Brussels, Sir Donald Maitland, attended a meeting chaired by Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs, held in London on 13 October.

Among those present at the meeting was David Owen, Minister of State at the Foreign and Commonwealth Office, and John Tomlinson, FCO Under-Secretary. With the British presidency of the council of ministers coming up in two and half months time, FCO Permanent Secretary Sir Michael Palliser was also present.

The one-day meeting provided an opportunity for Mr Crosland to meet the ambassadors as a group in order to review the current state and future prospects for the community.

Restrictive practices – committee of experts

The work of the advisory committee of experts on restrictive practices at the commission in Brussels will be the subject of a talk by Mrs R. M. J. Esdale of the Office of Fair Trading at the St. Ermins' Hotel, Westminster on 18 November. The event is being organised by the Licensing Executives Society (UK) Ltd.

Mrs Esdale is assistant director in the restrictive practices division at the Office of Fair Trading and is the British representative on the EEC Commission's advisory committee of experts on restrictive practices. The EEC commission is obliged to consult the committee before it takes any decisions on an agreement notified to it under the regulation (EEC 17/62). These include many license agreements made in member states.

Further information about Mrs Esdale's talk is available from Pamela Maas at the Licensing Executives Society, tel: 01-580 4711.

Danish visitors at Wedgwood factory

Officials of the Danish ceramic union, Keramisk Forbund, are shown the hand-enamelling of Wedgwood fine bone china, by Jose Taylor, during a tour of the Wedgwood factory at Barlaston. They are pictured with Leslie Sillitoe (left) general secretary of the Ceramic and Allied Trades Union, and Wedgwood production and personnel staff.

Market growth in the EEC

Achieving market growth in the European community and the options and constraints under competition law will be discussed at a two-day seminar on 2 to 3 November.

The conference, which is being held by Legal Studies and Services at the Inn on the Park Hotel in London, aims to advise business executives pursuing expansion policies in EEC countries on how to cope with legal constraints on marketing and corporate strategies that result from competition law at both EEC and national levels.

The first day of the conference will cover marketing tactics, including: pricing policy, trade marks, inventions under intellectual property and the free movement of goods and national laws under distribution. Brian S. Russell, barrister with the National Freight Corporation, will be in the chair.

On the second day Michael Edwards, managing director, BSC (International), will chair a discussion on corporate strategy; with talks on branches or subsidiaries, co-operation with competitors, growth policy and extra-community agreements and the EEC.

Inquiries should be addressed to Sue De Bock Porter of Legal Studies and Services, tel. 01-434 1416.

Temporary suspension of the CCT

The *Official Journal* L 276 of 7 October 1976 contains the following correction to regulation (EEC) 1290/76 (published in *Official Journal* L 145, 3 June 1976, see *Trade and Industry*, 18 June 1976, page 718) temporarily suspending the autonomous common customs tariff duties on certain industrial products:

for 'ex 29.15 CIII Dibenzyl phenylmalonate'
read 'ex 29.15 CIII Benzyl phenylmalonates'

The effect of the amendment is to introduce a suspension of import duty on benzyl hydrogen phenylmalonate. In accordance with community obligations under article 39(2) of the Act of accession, the UK has therefore temporarily reduced its own full rate of import duty on benzyl hydrogen phenylmalonate to 4.6 per cent with effect from 1 July 1976 (the UK duty on dibenzyl phenylmalonate is already totally suspended).

If any UK users of benzyl hydrogen phenylmalonate consider that the UK import duty on this material should also be totally suspended, they should apply in writing, with reasons, as soon as possible to Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. Inquiries: 01-215 5515.

Eliminating technical barriers to trade within the EEC

Article 100 checklist of draft and adopted directives in the industrial sector

Below we print the usual quarterly revision of our checklist showing the directives proposed, approved or adopted under article 100 of the treaty of Rome. The last list was published in *Trade and Industry* of 23 July 1976. A background article on elimination of technical barriers to trade appeared in the August 1974 issue of the 'European Community Commentary'.

A word on terminology. A preliminary draft is really nothing more than a working document for commission working groups, and may appear in any number of revisions. A commission proposal is the final version of the draft as submitted by the commission to the council of ministers. It too may undergo revision as a result of representations by member states at council meetings and may even be remitted to the commission for further elaboration.

A directive does not have direct internal effect, but creates obligations on the governments of the member states to ensure that its requirements are strictly and fully implemented, where necessary by national legislation. Once adopted, council directives may be adapted to technical progress by directives issued either by the commission or, if necessary, by the council on a proposal from the commission.

The texts of adopted directives are published in the 'L' (legislation) series of the *Official Journal of the European Communities*, and the text of commission proposals in the 'C' (information and notices) series. Preliminary drafts and council revisions of commission proposals are not published. In the list below, the dates of issue of the *Official Journal* containing texts of adopted and proposed directives are given where they are known. The journal has appeared in English only since 1 January 1973, but the English texts of adopted directives published before then (together with all other pre-accession community legislation) were issued in a series of special editions of the *Official Journal* in December 1972. Asterisks indicate where changes in the status of documents have occurred during the last quarter.

The *Official Journal* is published by HM Stationery Office.

Subject	Reference of directive or latest draft received	Status (where applicable)
Motor vehicles		
Type approval	70/156/EEC 6.2.70	Directive (*OJ* 23.2.70)
	XI/701/76	Modification
	XI/867/76	Modification
	XI/869/76	Amendment
Rear registration plates	70/222/EEC of 20.3.70	Directive (*OJ* 6.4.70)
Noise levels, silencers	70/157/EEC of 6.2.70	Directive (*OJ* 23.2.70)
	Adapted to technical progress by 73/350/EEC of 7.11.73	Commission directive (*OJ* 22.11.73)
	COM(74)1175 FINAL	Commission amending proposal
Fuel tanks and rear protective devices	70/221/EEC of 20.3.70	Directive (*OJ* 6.4.70)
	XI/249/75	Preliminary draft for adaptation to technical progress
	XI/260/75 Rev 2	Preliminary draft for further adaptation to technical progress
Audible warning devices	70/388/EEC of 27.7.70	Directive (*OJ* 10.8.70)
Atmospheric pollution by motor vehicles with positive ignition (spark ignition) engines	70/220/EEC 20.3.70	Directive (*OJ* 6.4.70)
	Adapted to technical progress by 74/290/EEC of 28.5.74	Directive (*OJ* 15.6.74)
	XI/458/75	Preliminary draft for adaptation to technical progress
Steering equipment	70/311/EEC of 8.6.70	Directive (*OJ* 18.6.70)
Access (doors, running boards)	70/387/EEC of 27.7.70	Directive (*OJ* 10.8.70)
*Direction indicators	76/759/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Suppression of radio interference	72/245/EEC of 20.6.72	Directive (*OJ* 6.7.72)
*Installation of lighting and light signalling equipment	76/756/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Windscreen-wiper and windscreen-washer systems	XI/6/76	Preliminary draft
Field of vision	COM(75)619 FINAL	Commission proposal (*OJ* C54 of 8.3.76)
Rear-view mirrors	71/127/EEC of 1.3.71	Directive (*OJ* 22.3.71)
Electrical connections between vehicles and their trailers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Speedometer equipment and reverse gear	75/443/EEC of 26.6.75	Directive (*OJ* 26.7.75)
Electrical circuits	Work not started	
Maximum speed (method of determination)	Work not started	
Braking devices	71/320/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	Adapted to technical progress by 74/132/EEC of 11.2.74	Commission directive (*OJ* 19.3.74)
	Adapted further to technical progress by 75/524/EEC of 25.7.75	Commission directive (*OJ* 8.9.75) and corrigendum (*OJ* 23.9.75)
Safety glass	COM(72)981 FINAL	Commission proposal (*OJ* 16.11.72)
Interior fittings (interior part of the passenger compartment other than interior rear view mirrors, layout of controls, roof or sliding roof, backrest and rear part of seats)	74/60/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Arrangement of foot controls	XI/341/76	Preliminary draft
Arrangement of controls, tell-tales and indicators	XI/342/76	Preliminary draft
Tyres	XI/591/73 Rev 2 XI/119/74	Preliminary draft
Mechanical coupling equipment between vehicles and trailers	Work started but no papers yet available	
Anchor points for safety belts	76/115/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Atmospheric pollution by motor vehicles with diesel fuelled (compression ignition) engines	72/306/EEC of 2.8.72	Directive (*OJ* 20.8.72)
External projections	74/483/EEC of 17.9.74	Directive (*OJ* 2.10.74)
Head rests	COM(74) 2180 FINAL	Commission proposal (*OJ* 14.4.75)
Anti-theft devices	74/61/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Strength of seats and their anchorages	74/408/EEC of 22.7.74	Directive (*OJ* 12.8.74)
Behaviour of the steering mechanism in case of impact	74/297/EEC of 4.6.74	Directive (*OJ* 20.6.74)
Safety belts	COM(74)2180 FINAL	Commission proposal (*OJ* 14.4.75) (Directive approved but not yet formally adopted)
Location and attachment of statutory plates and inscriptions	76/114/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Windscreen defrosting and demisting systems	XI/7/76	Preliminary draft
Interior fittings – seats (other than strength of seats and anchorages)	Work not started	
Special provisions for public service vehicles	XI/347/76	Preliminary draft
Special provisions for taxis	Work not started	
Special provision for goods vehicles	Work started but no papers yet available	
Towing hooks	COM(74)2172 FINAL	Commission proposal (*OJ* 1.2.75)
Trailer legs	XI/508/73 Rev 1	Preliminary draft
*Reflex reflecting devices	76/757/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Front fog lights and lamps	76/762/EEC of 27.7.76	
*Rear registration plate lights	76/760/EEC of 27.7.76	
*Side lights, rear lights and stop lights	76/758/EEC of 27.7.76	
*Headlights	76/761/EEC of 27.7.76	
Rear fog lights	Work not started	
Parking lights	Work not started	
Reversing lights	Work not started	
Hazard warning devices	Work not started	
Springs	Work not started	
Verification of fuel consumption	XI/702/76	Preliminary draft
Tractors and agricultural machinery		
Type approval	74/150/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Maximum speed and loading platforms	74/152/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Sundry characteristics (total permissible laden weight; location of registration plates; fuel tanks; audible warning devices; noise levels and silencers; ballast weights)	74/151/EEC of 4.3.74	Directive (*OJ* 28.3.74)

Subject	Reference of directive or latest draft received	Status (where applicable)
Shielding of engines parts and projecting parts	XI/48/74	Preliminary draft following reconsideration of COM(68)565 FINAL
Towable load	COM(68)565 FINAL	Commission proposal referred back for further consideration
Rear-view mirrors	74/346/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Lighting and light signalling devices	COM(74)895 FINAL	Commission proposal (*OJ* 13.9.74)
Steering equipment	75/321/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Electical connection for supplying trailer lighting and light signalling equipment	75/323/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Suppression of radio interference	75/322/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Driver's seat	XI/604/76	Preliminary draft
*Passenger seat	76/763/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Couplings between tractor and trailer	COM(68)565 FINAL	Commission proposal referred back for further consideration
Braking devices	76/432/EEC	Directive (*OJ* 8.5.76)
Safety glass	XI/299/74	Preliminary draft
Atmospheric pollution	COM(75)621 FINAL	Commission proposal (*OJ* 15.1.76)
Tyres	Work not yet started	
Power take-offs	Work started but no papers yet available	
Field of vision (including windscreen wipers)	74/347/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Location and attachment of statutory plates and inscriptions	Work started but no papers yet available	
Length, width and unladen height	Work started but no papers yet available	
Maximum authorised weight on each axle and distribution of weight between axles	Work started but no papers yet available	
Maximum vertical load at coupling point	XI/509/73	Preliminary draft
Speed governor	Work started but no papers yet available	
Reverse gear	Work started but no papers yet available	
Rollover protective structures	COM(74)2197 FINAL	Commission proposal (*OJ* 16.6.75)
	COM(76)229 FINAL	Commission amending proposal
Other means of protection against the weather	Work started but no papers yet available	
Location of controls	XI/44/74	Preliminary draft
Coupling hooks (front coupling devices)	Work started but no papers yet available	
Noise level at the driver's ear	COM(74)316 FINAL	Commission proposal (*OJ* 18.5.74)
Metrological		
General directive	71/316/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	72/427/EEC of 19.12.72	Amending directive (*OJ* 28.12.72)
*Clinical thermometers	76/764/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Medium accuracy weights	71/317/EEC of 26.7.71	Directive (*OJ* 6.9.71)
Measurement of the standard mass per storage volume of grain	71/347/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Calibration of ships' tanks	71/349/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Measure of length	73/362/EEC of 19.11.73	Directive (*OJ* 5.12.73)
Non-automatic weighing machines	73/360/EEC of 19.11.73	Directive (*OJ* 5.12.73)
	76/696/EEC of 27.7.76	Commission directive: technical progress adaptation (*OJ* 27.8.76)
Electricity meters		Directive adopted but not yet published
Meters for liquids other than water	71/319/EEC of 26.7.71	Directive (*OJ* 26.7.71)
Meters for liquids other than water – measuring systems	COM(75)577 FINAL	Commission proposal (*OJ* 18.12.75)
Meters for liquids other than water-ancillary equipment	71/348/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Gas volume meters	71/318/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	Adapted to technical progress by 74/331/EEC of 12.6.74	Commission directive (*OJ* 12.7.74)
Making-up by volume of certain prepackaged liquids	75/106/EEC of 19.12.74	Directive (*OJ* 15.2.75)
Bottles used as measuring containers	75/107/EEC of 19.12.74	Directive (*OJ* 15.2.75)
Cold water meters	75/33/EEC of 17.12.74	Directive (*OJ* 20.1.75)
*Hot water meters	XI/783/76	Preliminary draft
Heat meters	Work started but no papers yet available	
Road and rail tanks used as measuring containers	COM(74)877 FINAL	Commission proposal (*OJ* 13.9.74)
Taximeters	COM(75)333 FINAL	Commission proposal (*OJ* 25.7.75)
*Alcoholometers and hydrometers for alcohol	76/765/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Alcoholometric tables	76/766/EEC of 27.7.76	
Saccharimeters	Work started but no papers yet available	
Belt weighers	75/410/EEC of 24.6.75	Directive (*OJ* 14.7.75)
Instruments for determining the fat content of dairy produce	Work started but no papers yet available	
Manometers	III/1919/72	Preliminary draft in abeyance. Further work in hand
Apparatus for measuring arterial pressure	Work started but no papers yet available	
Fine accuracy weights	74/148/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Instruments for measuring moisture content of grain	XI/86/74	Preliminary draft
Electronic devices fitted to measuring instruments	XI/578/74	Preliminary draft
*Units of measurement	71/354/EEC of 18.10.71	Directive (*OJ* 29.10.71)
	76/770/EEC of 27.7.76	Amending directive (*OJ* 27.9.76)
Check-weighing and grading machines	COM(75)573 FINAL	Commission proposal (*OJ* 8.3.76)
Making up by weight or by volume of certain prepackaged products	76/211/EEC of 20.1.76	Directive (*OJ* 21.2.76) L46
Differential pressure gasmeters	Work not yet started	
Prescribed quantities for certain prepackaged products	COM(76)384 FINAL	Commission proposal (*OJ* 18.8.76)
Fees and charges for testing gas meters	COM(74)776 FINAL	Commission proposal (*OJ* 1.7.74)
Instruments for measuring pollution of air	Work not yet started	
Electrical		
Electrical equipment designed for use between certain voltage limits	73/23/EEC of 19.2.73	Directive (*OJ* 26.3.73)
Electro-medical equipment	COM(74)2178 FINAL	Commission proposal (*OJ* 12.2.75)
Electro-radiological equipment		
Electrical equipment for use in explosive atmospheres (framework directive)	76/117/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Electrical equipment for use in explosive atmospheres (special directive)	XI/508/75	Preliminary draft
Suppression of radio interference from domestic equipment, portable tools and similar equipment		Directive adopted but not yet published
Suppression of radio interference from fluorescent lamps		
Suppression of radio interference from radio and television sets	COM(73)569 FINAL	Commission proposal
Suppression of radio interference from industrial, scientific and medical equipment	COM(74)1181 FINAL	Commission proposal (*OJ* 6.3.75)
Plugs and sockets	Unreferenced revision of XI/104/74	Preliminary draft
	XI/685/76	Preliminary draft
Textiles		
Textile names	71/307/EEC of 26.7.71	Directive (*OJ* 16.8.71)
	75/36/EEC of 17.12.74	Directive supplementing 71/307/EEC (*OJ* 20.1.75)
Textiles (binary mixtures)	72/276/EEC of 17.7.72	Directive (*OJ* 31.7.72)
Textiles (ternary mixtures)	73/44/EEC of 26.2.73	Directive (*OJ* 30.3.73)
Quantitative analysis of mixtures of fibres of the same chemical nature	Work started but no papers yet available	
Elimination of foreign matter	Work started but no papers yet available	
Pressure vessels		
*General directive	76/767/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Seamless steel gas cylinders	COM(72)1689 FINAL	Now separated from general directive
Aerosols	75/324/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Seamless aluminium gas cylinders	COM(74)966 FINAL	Commission proposal (*OJ* 13.9.74)
Welded steel gas cylinders	COM(74)965 FINAL	Commission proposal (*OJ* 13.9.74)
Unfired welded steel simple pressure vessels (air receivers)	XI/584/75	Preliminary draft
Shell boilers for producing steam or hot water	Work started but no papers yet available	
Dangerous substances and preparations		
General (classification, packaging and labelling)	67/548/EEC of 27.6.67	Directive (*OJ* 16.8.67)
	73/146/EEC of 21.5.73	Amending directive (*OJ* 25.6.73)
	75/409/EEC of 24.6.75	Amending directive (*OJ* 14.7.75)
	XI/ENV/236/76	Preliminary draft for further amendment
	COM(76)433 FINAL	Commission amending proposal
Pesticides	COM(74)2193 FINAL	Commission proposal (*OJ* 20.2.75)
Approval and marketing of pesticides	15.175/VI/69	Preliminary draft
Explosives	13269/III/70	Preliminary draft
Solvents	73/173/EEC of 4.6.73	Directive (*OJ* 11.7.73)

Subject	Reference of directive or latest draft received	Status (where applicable)
Paints, varnishes, printing inks, glues, etc	COM(75)311 FINAL	Commission proposal (*OJ* 23.7.75)
Household products	III/425/72	Preliminary draft
Corrosives	Work started but no papers yet available	
Detergents	73/404/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Anionic surface agents	73/405/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Non-ionic surface agents	XI/315/76	Preliminary draft
Detergents – toxicity	Work in abeyance	
*Dangerous substances (PCBs – limitations on sale and use	76/769/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Lifts and lifting apparatus		
Wire ropes, chains and hooks	73/361/EEC of 19.11.73 76/434/EEC of 13.4.76	Directive (*OJ* 5.12.73) Commission directive (*OJ* 8.5.76) Adapting 73/361/EEC to technical progress
Lifting appliances (General)	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Tower cranes for building work	Work started but no papers yet available	
Builders' hoists	Work started but no papers yet available	
Conveyor-belts	Work started but no papers yet available	
Electrically operated lifts	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Industrial trucks	Work started but no papers yet available	
Tools and machine tools		
General directive	XI/216/74 Rev 1	Preliminary draft
Grinding wheels and grinding machines	XI/217/74	Preliminary draft
Portable grinding machines	XI/270/75	Preliminary draft (but now agreed to divide into three separate directives
Fixed grinding machines	Work started but no papers yet available	
Grinding wheels	Work started but no papers yet available	
Woodworking machines	Work started but no papers yet available	
Crystal glass		
Crystal glass	69/493/EEC of 15.12.69	Directive (*OJ* 29.12.69)
Oil pipelines		
Oil pipelines (construction)	COM(68)640 FINAL	Work on this proposal suspended in favour of an initial standardisation in CEN
Precious metals		
Precious metals	COM(75)607 FINAL	Commission proposal (*OJ* 16.1.76)
Gas appliances		
General	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Instantaneous water heaters	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Cookers	Work started but no papers yet available	
Central heating boilers	Work started but no papers yet available	
Gas governors	Work started but no papers yet available	
Independent space heaters	Work started but no papers yet available	
Fertilisers		
General	76/116/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Sampling and methods of analysis	10.388/III/67 Rev 1	Preliminary draft
Nitrate of ammonia	COM(75)635 FINAL	Commission proposal (*OJ* 23.1.76)
Gas pipelines		
Gas pipelines (construction)	18.871/III/69	Work on this proposal suspended in favour of initial standardisation in CEN
Fuels		
Lead in petrol	COM(73)2050 FINAL	Commission proposal (*OJ* 31.1.74)
Sulphur in gas oils	75/716/EEC of 24.11.75	Directive (*OJ* 27.11.75)
Sulphur in heavy fuel oils	COM(75)681 FINAL	Commission proposal (*OJ* 8.3.76)
Rubber and plastics		
Reinforced plastic tanks for carriage of dangerous substances by road	COM(71)1446 FINAL	Commission proposal (*OJ* 15.3.72)
Construction materials		
Cement	Work in abeyance	
Ceramic tiles	Work in abeyance	
Glass	XI/437/74	Preliminary draft
PVC pipes	Work in abeyance	
Fire resistance	Work started but no papers yet received	
Water supply equipment	Work was proposed by the tripartite working group but the project was shelved	
Building and civil engineering equipment and machines		
General Noise: method of measurement Noise levels for pneumatic picks and concrete breakers	COM(74)2195 FINAL	Commission proposal (*OJ* 14.4.75)

Subject	Reference of directive or latest draft received	Status (where applicable)
Noise levels for cranes	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Noise levels for lawn mowers	XI/28/75 Rev 1	Preliminary draft
Noise levels for current generators for welding Noise levels for current generators for power supply [Site safety]	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Roll-over protective structures	XI/554/75	Preliminary draft
Falling-object protective structures	XI/555/75	Preliminary draft
Dimensions of operators' cabs	XI/556/75	Preliminary draft
Protecting guards and shields	XI/557/75	Preliminary draft
[Road safety]	Work started but no papers yet received	
Tower cranes: safety aspects	Work started but no papers yet received	
Mopeds		
Type approval	COM(72)1645 FINAL COM(73)1732 FINAL	Commission proposal Commission amending proposal
Engines	Work started but no papers yet received	
Noise	Work started but no papers yet received	
Braking devices	XI/710/75	Preliminary draft
Motor cycles		
Type approval	COM(74)2177 FINAL	Commission proposal (*OJ* 20.2.75)
Permissible sound level and exhaust system	COM(75)634 FINAL	Commission proposal (*OJ* C54 8.3.76)
Fuel system integrity	XI/567/75	Preliminary draft
Non-military arms and ammunition	Work started but no papers yet received	
Firefighting equipment		
Portable fire extinguishers	Work started but no papers yet received	
Metal scaffolding	XI/34/76	Preliminary draft
Packaging materials	Work not yet started	
Educational materials	Work not yet started	
Equipment using ionising rays	Work started but no papers yet received	
Protective clothing and equipment		
Protective helmets (industrial)	Work started but no papers yet received	
Protective helmets for motor cyclists	XI/227/75	Preliminary draft
Respiratory protective devices	Work started but no papers yet received	
Industrial safety belts and harnesses	Work started but no papers yet received	
Eye protectors	Work started but no papers yet received	
Protective footwear	Work started but no papers yet received	
Boats and their fittings		
Type approval	COM(76)393 FINAL	Commission proposal (*OJ* 24.8.76)
Glass reinforced plastic hull construction	XI/592/74	Preliminary draft
Cosmetics		
*Cosmetic products	76/768/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Leaching of substances into foodstuffs		
General	COM(74)1168 FINAL COM(75)426 FINAL	Commission proposal (*OJ* 11.10.74) Amendment
Materials and objects in glass intended to come into contact with foodstuffs	687/VI/73	Preliminary draft
Materials and objects in stainless steel intended to come into contact with foodstuffs	688/VI/73	Preliminary draft
Materials and objects in ceramics intended to come into contact with foodstuffs	COM(74)2173 FINAL	Commission proposal (*OJ* 27.2.75)
Materials and objects in plastics intended to come into contact with foodstuffs	3003/VI/74	Preliminary draft
Toys		
Toys	XI/288/74	Preliminary draft
Noise in the domestic environment	Work started but no papers yet received	

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
Co-ordination of EEC inquiries; common customs tariff (CCT); Denmark; France and overseas territories; Greece; Turkey

408 EEC legislation on tariff and non-tariff barriers relative to community trade, EEC common agricultural policy – aspects affecting exports, Denmark (incl. Faroe Islands and Greenland)
7174
423 France and overseas departments, French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey

Sub-section B
Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

467 Federal Republic of Germany
288 Netherlands, Netherland Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Surinam, Yugoslavia
466 Irish Republic, Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, Poland, Romania, USSR
288 Belgium, Luxembourg
466 Italy

Sub-section C
Efta countries (including colonies), former Portuguese territories N. Africa and Israel

459 Norway, Sweden, Austria, Switzerland
458 Israel, Egypt
460 Portugal, Finland, Iceland, Guinea Bissau, Mozambique, Angola, Cape Verde Islands, Macao, Principe, Sao Tome, Timor
461 Morocco, Tunisia, Libya, Algeria

Sub-section D
South and Central America

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
474 Argentina, Chile, British Antarctica Territory and Antarctica, Cuba, Haiti, Uruguay, Bolivia, Columbia, Dominican Republic, Ecuador, Paraguay, Peru, Venezuela, Falkland Islands

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Kampuchea (formerly Cambodia), Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, Socialist Republic of Vietnam

Sub-section F
North America; Bahamas; West Indies, etc.

7312 Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis/Anguilla, St Lucia, St Vincent, Trinidad, Tobago, Turks and Caicos Islands
455 Canada
456 USA (incl. Alaska, Caroline Island, Guam, Hawaii, Mariana Islands, Marshall Islands), Panama Canal Zone, Puerto Rico Samoa (US), Virgin Islands (US), Wake Island

Sub-section H
Spain and possessions: Mediterranean; Africa; Sri Lanka

462 Spain, Western Sahara, Ceuta and Melilla, Andorra
471 Ascension Island, British Indian Ocean Territory, Cyprus, Gibraltar, Sri Lanka, S. Africa (with Lesotho, Swaziland, S. W. Africa and Botswana), Somalia, St Helena, Tristan da Cunha, Maldive Islands, Malta, Mauritius, Rwanda, Seychelles
472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), Benin, Ethiopia, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Madagascar, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Overseas trade news

'To supply and satisfy' new UK motto, Dell tells Euro-Arab symposium

Edmund Dell, Secretary of State for Trade told the Arab-European business co-operation symposium at Montreux, Switzerland, on 25 October that Britain's object was to supply and to satisfy.

'As a country dependent on its overseas trade and its overseas friendships,' he said, 'we have a new motto which expresses our intention and our hopes: "we will supply". We will supply the goods and the services that our customers need. And we are suppliers for the long term, not for easy profit at the expense of a dissatisfied customer.'

Mr Dell made five points about the UK's trade with the Arab world.

Britain's 'special achievement' in her trade with Arab countries, he said, had been to lift exports from under £0.5 billion to nearly £1.5 billion in 1975. Even allowing for inflation this meant more than doubling exports in two years. 'Indeed, whereas in 1973 Arab countries took only 4 per cent of our exports, in 1975 they took 8 per cent. This year there has been yet further progress in the form of a further 42 per cent increase in our exports to the Arab countries in the first nine months of 1976.'

Second, during 1975 and in the first quarter of 1976, the value of British exports to Arab countries increased more than those of any other OECD exporter. The UK share of OECD exports increased from 8.75 per cent to 10 per cent in 1975 and over 11 per cent in the first quarter of 1976. 'This demonstrates,' said Mr Dell, 'that we in Britain are competitive in price, in delivery, in quality and in the services which we can offer Arab countries to accompany the export of our goods.'

Third, Britain's success has been due to adapting public sector organisation and private sector firms to meet the special requirements of Arab countries. The UK had set up new units in government, such as the British Urban Development Services Unit of the Department of the Environment, and other units had been adapted, such as the Overseas Projects group to the Department of Trade and the Middle East Development Division of the Ministry of Overseas Development, so that they could all focus directly and effectively on the requirements of Arab development. The public sector had been mobilised and all over the Arab world British public sector institutions were working in co-operation with national authorities on major development projects. And private sector had not lagged behind. Its activities in the Middle East were today one of the great successes of Britain's export programme.

Fourth, the Euro-Arab dialogue said Mr Dell was leading to 'welcome developments' in tackling practical problems of trade. He pointed out, however, that a new framework in which all could work would take time to construct 'In the meantime we must not put them at risk by thinking in terms of new European institutions which do not yet exist. Indeed even when such new institutions emerge we would wish that these new links should supplement, not supercede, the existing bilateral links.'

The new Euro-Arab interdependence, he went on, must rest on a basis of friendship and of common interest. This meant confidence in a stable price for oil and confidence that investment by European companies in Arab countries would not be subject to arbitrary expropriation by the host government. It also meant that European companies should be able to work unhampered by onerous contract terms which called into question their ability to perform, and constrain their efforts to offer their Arab customers the best value for money.

'All these are matters dependent on a new level of understanding which itself will be the inevitable consequence of a keener realisation of our interdependence. What we for our part must understand if we are to have satisfied customers, is that the object must be to serve Arab needs not to create unrealistic expectations. Our consultants must be concerned with what is most practical, not with what is most grandiose.'

Finally, Mr Dell said that Arab resurgence was helping British resurgence by adding to the demand for British goods and services. The Arab resurgence had been based on higher oil prices. But much of the growth in trade and development was taking place in countries which had little or no oil. This resulted from the welcome fact that the more fortunate oil producing countries were prepared to share their wealth with their less fortunate neighbours.

Imports to US of speciality steels now under quota

On 11 June 1976 the President of the United States proclaimed the imposition of quotas on imports into the United States of certain stainless steel or alloy tool steel products from the EEC (including the UK) as well as from other countries.

The United States government has decided that in the period 14 June to 13 December 1976, imports of the products concerned should not exceed 60 per cent of the annual quotas covering the period 14 June 1976 to 13 June 1977. The table below, derived from statistics made available by the US Customs Service, shows the products which are subject to quotas, the US quotas on imports from the EEC for the period 14 June to 13 December 1976, and US imports of the products concerned from the EEC during the period as at 13 October.

When quotas are filled any exports of those products which are on the way to the United States can either be kept in bond in the United States, for which a charge will be made, or they can be re-exported to another market. In the case of stainless plate and alloy tool steels no further deliveries from bond will be allowed by the US customs until the second period of the quota begins on 14 December 1976.

The United States government is contemplating the establishment of an EEC quota for bearing steel which will be separate from – and not diminish – the alloy tool steel quota. However, until a separate bearing steel quota is established (probably before 15 December) further imports of bearing steel will have to be kept in bond with other alloy tool steel imports.

Product	US import quotas for period 14 June to 13 December 1976 (pounds weight)	US imports during this period as at 30 September 1976 (pounds weight)
Sheets and strips of stainless steel (item 923.20)	18,960,000	14,431,848
Plates of stainless steel (item 923.21)	3,480,000	Quota filled
Bars of stainless steel (item 923.22)	3,000,000	222,307
Wire rods of stainless steel (item 923.23)	8,800,000	7,829,884
Alloy tool steel (item 923.24)	4,080,000	Quota filled

Satisfaction at UK-Polish contacts

At its fifth session in Warsaw from 11 to 15 October, the UK-Polish joint commission expressed great satisfaction at the increasing number and range of contacts made between the UK and Poland – both at government level and between the business circles of the two countries – since the fourth meeting of the joint commission in 1975.

Under the joint chairmanship of Peter Preston, deputy secretary at the Department of Trade, and Mr St Dugosz, vice-minister at the Ministry of Foreign Trade and Shipping, the commission took the view that such contacts significantly assisted the expansion of mutual trade and the development of closer economic relations.

Reviewing the development of UK-Polish trade, the joint commission expressed satisfaction with the continued expansion of trade in both directions. It was agreed the further expansion would be mutually advantageous and that the new Polish five-year-plan (1976-1980) would present further substantial opportunities for increased trade and co-operation between the two countries.

Both delegations recognised the importance of mutual trade promotion carried on in both countries by the Polish Chamber of Foreign Trade, on the Polish side, and the East European Trade Council, chambers of commerce and the Confederation of British Industry, on the UK side. The joint commission welcomed with pleasure the closer links being developed between the Polish Chamber of Foreign Trade and these organisations.

On the subject of industrial co-operation, the joint commission noted with satisfaction the wide range of co-operation created by license and co-operation agreements concluded between UK and Polish enterprises. It also reviewed the prospects for further co-operation in a number of sectors, including machinery, chemicals, mining, general engineering and consumer goods industries.

In particular both delegations foresaw promising opportunities for the development of closer co-operation in the fields of ferrous and non-ferrous metals, both for equipment used to manufacture particular products, and for joint deliveries of complete metallurgical plant. Similarly it was considered that in the fields of construction and basic and finishing construction materials, substantial possibilities for the expansion of UK-Polish co-operation existed, including the joint execution of construction works for roads, bridges, airports, hotels and industrial plants throughout the world.

In the field of scientific and technological co-operation, the joint commission reviewed the activities arising from the decisions reached at the fourth meeting in 1975. Particular satisfaction was expressed at the successful visit to Poland in May this year of Sir Ieuan Maddock, chief scientist at the Department of Industry, at the contacts established between the National Research and Development Corporation and the Polish organisation Posteor, and at the further development of the agreement with the National Coal Board and the Polish mining organisations.

Current trends in UK-Polish trade in agricultural and food products were analysed and the delegations discussed the possibilities for developing industrial, scientific and technical co-operation in production of these items. It was agreed that there were good prospects for increased trade in a number of commodities and the Polish delegation expressed interest in a purchase of investment goods, particularly for the feedstuffs and tobacco industries.

The UK delegation included representatives from industry as well as officials from the Departments of Trade and Industry, the Ministry of Agriculture, Fisheries and Food and the British Embassy, Warsaw. The industry representatives were Mr A. E. S. Clifford of Petrocarbon Developments Ltd who was representing the chemical plant industry; Mr J. E. Colman of the Colman Group of Companies, representing the agricultural machinery sector; Mr A. A. Thomas (Head Wrighton Machine Co Ltd, and Chairman of the British Metalworking Plantmakers Association, representing the metallurgical plant industry); and Mr G. L. W. Fryer (GKN Contractors Ltd, representing the heavy industry and general engineering sectors).

During the week of the joint commission, Mr Preston had meetings with several representatives of the Polish government, including Mr J. Olszewski, Minister of Foreign Trade and Shipping: Mr M. Wirowski, Minister of Chemical Industry; Mr S. Olesik, Minister of the Planning Commission; Mr E. Szatkowski, Vice-Minister, Ministry of Heavy and Agricultural Machinery; Mr J. Wosniak, Vice-Minister, Ministry of Metallurgy; Mr J. Szotek, Vice-Minister, Ministry of Machine Industry; and Dr W. Wisniewski, Chairman of the Polish Chamber of Foreign Trade. Where appropriate Mr Preston was accompanied at these meetings by one of the industrial members of the British delegation.

The next meeting of the joint commission, which meets annually alternately in London and Warsaw, is expected to take place in London during October 1977.

'UK–USSR trade at miserably low level' – Dell

Total trade between the UK and the Soviet Union is at a miserably low level for two such major industrial powers. The point was made by Edmund Dell, Secretary of State for Trade in a speech at the British Soviet Chamber of Commerce Diamond Jubilee dinner in London on 21 October.

'I find it hard to understand,' he said, 'why we have not yet persuaded the Soviet Union to buy British to a greater extent. We have an adequate trade framework under which considerable expansion of trade can and should take place. Facilities exist under the terms of the Anglo-Soviet credit agreement to support exports to the USSR. And there has certainly been no lack of interest on the part of British industry.

'I sometimes have complaints from the Soviet side about a lack of response. I know of no evidence for such complaints. Quite the contrary and we could make complaints about delays on their side. But the important thing is to develop our trade.'

Mr Dell went on to point out that in the first nine months of this year the value of the UK's exports to the USSR increased by only 12 per cent over the corresponding period of 1975 and actually decreased in volume terms. In contrast, he said, the value of imports was up 82 per cent.

The UK, had exported more this year to, Finland, Norway and Spain than to the Soviet Union.

Mr Dell explained that to date only £42 million of the £950 million credit had been used and that unless substantial contracts were placed with the British companies soon the momentum generated by the February 1975 summit meeting would be lost and British companies would become disenchanted with the Soviet Union as a market for British goods.

Mr Dell then turned to the anxiety felt in the West about Soviet shipping activities.

He said that in looking at trade and its development transport services should not be omitted and by far the largest international carrier was shipping. The UK and the USSR had a history of mutual understanding and assistance in this area.

Since 1959, he said, there had been a joint liner service operating between the Soviet Baltic ports and the UK. The two countries had concluded a treaty of merchant navigation in recent years and in international organisations the USSR and the UK had worked together to achieve higher standards and safer conditions on the high seas.

But there had been differences too, he said. In the past year there had been much anxiety in the western world about the activities of the East European merchant fleets and particularly that of the USSR.

It was inevitable, that Western maritime nations should be watching the situation closely to ensure that legitimate shipping interests were not endangered. The UK, Mr Dell said, favoured dealing with difficulties that arose in a spirit of co-operation rather than confrontation.

He was glad to note that there had been some recent developments notably in the north Atlantic trades towards the solution of problems on a commercial basis.

'We shall continue,' Mr Dell concluded, 'to watch this and other areas with close interest.'

Have you a good export picture

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439 1 Victoria Street, London SW1H 0ET.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1581: New Open General Import Licence

The current Open General Import Licence, dated 5 July 1973, as amended, is to be revoked and replaced by a new Open General Import Licence which will become operative on 1 November 1976. Copies of the new licence are now available from HMSO bookshops, price 50p (plus 9p post and packing), or through booksellers.

Under the Import of Goods (Control) Order 1954 (SI 1954, No 23) the importation of all goods into the UK is generally prohibited except under a licence issued by the Department of Trade. Such licences are broadly of two kinds: first an open general import licence which allows anyone to import any goods to which it applies; and, secondly, individual import licences which are required in all other instances and are issued to named importers. The second includes open individual licences which are unrestricted as to quantity.

The new Open General Import Licence provides that, apart from certain overriding provisions about Southern Rhodesia, goods not listed in any of the three schedules may be imported without restriction. The new licence expresses in a revised and simplified form the coverage of the current licence by incorporating amendments made to it since it was issued over three years ago. Of its three schedules, the new schedule 1 replaces the current schedules 1, 2, 3 and 5; the new schedule 2 replaces the current schedule 4; and the new schedule 3 replaces the current schedule 6.

The complete revision of the licence has enabled many of the entries in the new schedule 1 to be more specific in their coverage, but since more than one entry may be shown for a single tariff heading, to establish if an individual licence is required for goods from a country or territory it is necessary to examine the full coverage of restrictions within the tariff heading concerned.

Of the three schedules, the items in schedule 1 comprise goods which may not be imported from any source under the authority of the licence, and other goods which may not be imported under the authority of the licence from specified countries, territories or areas; goods listed in schedule 2 may not be imported under the authority of the licence if consigned to the UK from outside the community area; and goods listed in schedule 3 (endangered species and their products) may not be imported under the authority of the licence.

Items in schedules 1 and 2 of the new licence are classified by reference to the customs tariff and so are identified by the appropriate heading of the tariff, together with a description. In cases of difficulty about classification the advice of HM Customs and Excise should be sought. Importers should note that licences must bear the appropriate tariff heading and all licence applications (which should be made on form ILB/A) should contain this information.

The geographical areas defined at the beginning of the new licence are, with the exception of the dollar area, new or varied. The new or varied areas are the ACP area, Community area, CEFTA area, Far Eastern and Western area, Mediterranean area, OCT area, State Trading area and Residual Textile area.

Although the new licence was up to date at the time it was signed on 9 September 1976, an amendment is now in hand to mirror amendments made to the current licence since that date, namely amendment 32, dated 23 September 1976 which dealt with certain monochrome television receivers from Taiwan, and amendment 33, dated 7 October 1976 which dealt with men's and boys' shirts from Romania. The licence may be amended at any time and copies of amendments may be obtained from HMSO bookshops or through booksellers. Amendments are generally announced by the publication of a notice to importers, in *Trade and Industry*.

Neither the Open General Import Licence nor any individual licence issued under the Import of Goods (Control) Order 1954 exempts importers from compliance with requirements under other legislation, for example certification or licensing under the Food and Drugs Acts, the Diseases of Animals Acts 1950 and 1975 and the Plant Health Act 1967.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 264.

Applications for temporary exemption from duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the legislation authorising this and will remain in operation until the date shown in column 4 below or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 12 November.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1,6,7,8,9,14,15,16,17,17,18,18-Dodecachloropentacyclo-[12,2,1,1^{6,9},0^{2,13},0^{5,10}]octadeca-7,15-diene	As in previous column	30 June 1978	G/T 16062
29.35	3,6-Dichloropyridine-2-carboxylic acid	3,6-Dichloropicolinic acid + water (50% wet cake)	30 June 1977	G/T 15738
29.39	Conjugated estrogen, conforming to the requirements of the United States Pharmacopoeia	Conjugated oestrogens (equine) USP	30 June 1978	G/T 15950
70.14	Headlamp lenses for motor vehicles	As in previous column	30 June 1977	G/T 15991
74.07	Wrought copper tube with an outside diameter of not less than 10mm and not more than 30mm and of a length between 5 and 7m	Semi-drawn copper tube	30 June 1977	G/T 16041
85.09	Sealed beam lamps for motor vehicles	As in previous column	30 June 1978	G/T 15990

Study day on Dutch menswear market

An export study day on the Dutch market for menswear is to be held at the St George's Hotel, Harrogate, on 18 November 1976. Organised by the Netherlands British Chamber of Commerce, and supported by the Clothing Export Council, the seminar follows market research carried out by the British Overseas Trade Board. This research identified for British exporters a number of products having a high sales potential in the Netherlands.

The seminar will open with a general outline of the Dutch market by Mr H. van der Worp, director of the NBCC, and will continue with a paper from a chief buyer of Peek and Cloppenberg NV of the Hague. The firm is one of the leading chain stores in the Netherlands and specialises in ladies and menswear. It has 46 outlets in the major cities throughout the country

This main paper will deal with every aspect of the menswear market, including product requirements, price structure, buying attitudes and future trends. It will be followed by an open forum question and answer session led by a panel of experts. After lunch there will be private discussions between buyers and exporters.

Further information can be obtained from the Netherlands British Chamber of Commerce, Television House, 10-12 Mount Street, Manchester M2 5NT, tel. 061-834 5674.

Visits by overseas commercial officers

The following overseas commercial officers are expected to be in this country shortly, when they will be available for discussions:

Bangladesh: J. Bedingfield, second secretary (commercial) in Dacca since October 1975. Available in January 1977.

Tanzania: L. J. Hayes, commercial officer in Dar es Salaam since August 1975. Available in March 1977.

British firms and organisations, other than those in Northern Ireland, Scotland, Wales and in the areas covered by the Department of Trade offices for the eastern region and the London and south-eastern region, who wish to meet the officers to discuss specific export problems are asked to write for appointments to the appropriate Department of Industry regional director (exports) stating the nature of the problems and commodities involved. Those firms and organisations in the London-based regions mentioned above (together with those in other regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Overseas Visitors Bureau, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU. Firms and organisations who wish to meet the officers in Northern Ireland, Wales and Scotland should contact the Export Branch of the Department of Commerce, Belfast, Welsh Office, Cardiff and the Scottish Office, Glasgow.

Because commercial officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas commercial officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish offices and the Department of Commerce, Belfast, can also help.

Major Tayside mission to Australia and N. Zealand

Led by Mr T. A. C. Keay, the Dundee and Tayside Chamber of Commerce fifth trade mission to Australia left Britain on 21 October. The mission is based in Melbourne, Sydney and Auckland over a three-week period.

An almost equal number of companies participating in this mission are based in Scotland and south of the border and in Northern Ireland. The range of products being produced by the individual members is quite extensive and includes capital engineering equipment, textiles (in various forms), floor coverings, dental equipment, golf clubs and toys and games.

'On this type of mission', said Mr Keay, the chamber's president, 'we work as a team and at regular evening meetings views are exchanged and members gain much from each other's experience and assistance. This co-ordination of effort is vital in our endeavour to generate more export business which is of paramount importance to this nation.'

Birmingham's record outward mission programme

In collaboration with BOTB, Birmingham's Chamber of Industry and Commerce are sponsoring a record number of 21 outward missions in 1977.

Itineraries for the missions are flexible and all are of the 'open-ended' type leaving members completely free to choose how long they will stay abroad and which additional markets they might like to visit when the mission disbands before returning home.

Recruitment for missions is normally opened seven months before departure date. Those for which there are places still available are listed below:

Market(s)	Inclusive dates
Pakistan and India	4 to 19 Feb
Canary Isles, Senegal, Liberia and the Ivory Coast	20 Feb to 5 Mar
USA (based on Atlanta)	5 to 12 Mar
Australia	10 to 26 Mar
USSR	16 to 22 Apr
Peru	15 to 23 Apr
Singapore and Indonesia	15 to 30 Apr
Brazil	5 to 14 May
Israel	7 to 14 May
USA (based on Chicago)	7 to 14 May
Mexico	17 to 24 Sept
South Africa	18 Sept to 1 Oct
Philippines and Hong Kong	1 to 14 Oct
Sudan, Kenya, Tanzania and Mauritius	17 Oct to 2 Nov
New Zealand	3 to 15 Nov
Saudi Arabia, Kuwait and the United Arab Emirates	5 to 19 Nov
Korea and Japan	18 Nov to 3 Dec
Romania and Bulgaria (probable)	To be announced
German Democratic Republic (probable)	To be announced

Further details of any of these missions can be obtained from Mrs Barbara Tumelty, Birmingham Chamber of Commerce and Industry, PO Box 360, 75 Harborne Road, Birmingham B15 3DH, tel. 021-454 6171 ext. 212.

Seminar for top executives on overseas trade

To meet the needs of top executives, two seminars on developing overseas trade are being held by the Administrative Staff College at Henley-on-Thames and sponsored by the British Overseas Trade Board. The seminars will be held from 9 to 12 February 1977 and from 21 to 24 July 1977.

The seminar programmes are designed to enable participants – through discussion with authoritative speakers, consultants, other specialists and fellow-participants – to identify their problems in developing trade overseas; to view in new perspectives the challenges and opportunities involved; to consider the elements that make up a total strategy for operating abroad; and to construct courses of action.

Further information about both the seminars can be obtained from Lady Lindsay, the Administrative Staff College, Greenlands, Henley-on-Thames, Oxon RG9 3AU, tel. 049-166 454.

London chamber to visit Turkey

The London Chamber of Commerce and Industry is organising a 10-day selling mission to Turkey from 4 to 14 May 1977 for firms in the mechanical and engineering fields. The main opportunities lie in the following areas:

machine tools; medical equipment; packaging machinery including filling and bottling plant; the shipbuilding industry and marine equipment; industrial machinery and equipment.

Applications should be received by 1 December.

Further details can be obtained from Margaret Yelland, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444 ext. 94.

Guarantee for export finance improved

An improvement in guarantees given to banks providing finance for exporters trading on open account terms has been announced by the Export Credits Guarantee Department. The finance exporters may draw under their ECGD guarantee is to be increased from 90 to 100 per cent of the net invoice value.

A letter is being sent to policyholders informing them of the new arrangements, which come into force on 1 November.

The comprehensive (open account) banker's guarantee is available to exporters credit-insured with ECGD who are trading on terms involving credit up to six months which is not supported by bills of exchange or promissory notes. With the security of the guarantee banks have agreed to provide post-shipment export finance at 0.5 per cent over their base rates.

Over 600 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

Where patience is a commercial virtue

Since the last 'Trade and Industry' survey in 1970* there have been major changes in China's political and economic scene and China has been buying a great deal more from the West. Now, at the start of a new five-year plan period and with new faces at the top in Chinese politics, R D Clift, recently counsellor (commercial) at the British embassy in Peking, surveys recent developments and the prospects for British exporters in the China market.

Geographical, political and social circumstances combine to make the Chinese economy unique, although it shares many characteristics with other very large nation-states. Sheer size is of course the first feature, both of area and of population. In an area comparable to that of the United States, a population four times as large is mainly concentrated in the more fertile eastern regions, with the western uplands and semi-desert regions comparatively sparsely peopled, although the present government is working hard to introduce new settlers into these areas.

Size brings both advantages and drawbacks. China is well-endowed with basic raw materials, including iron ore, coal and oil, and its varied climate permits a wide spread of agricultural products. The population provides a ready source of labour which the Communist government has organised skilfully for major public works as well as routine industry and agriculture. Nevertheless the problem of feeding a population of around 900 million remains a gigantic task, and the difficulties are compounded by the fact that population is concentrated in a relatively small area. Moreover, the division of the population between the large towns and rural areas on a roughly 1 : 4 ratio means that there is a wide difference between the living standards of the majority and the minority. These problems are aggravated by transport difficulties, particularly between north and south since the major rivers run from east to west.

The economic philosophy of the present government, particularly since the split with the Soviet Union in the early 1960s, has concentrated on the primary development of agriculture, with industry occupying a major but secondary role. Strong emphasis is also put on the reconciliation of overall central economic planning with the maintenance of a considerable measure of provincial and regional autonomy and, so far as possible, the development of rural industry in order to reduce the gap between the country and town.

In pursuing these aims the Chinese policy puts much emphasis on the philosophy of self-reliance. The roots of the urge to develop self-sufficiency extend back to China's early contacts with western countries, and fresh impetus was given by her bitter experience of relying too heavily on one foreign source of technology and aid when the Soviet Union withdrew all her technicians and blue-prints from China in 1960. There is a fierce determination to avoid being beholden to any third country, either for money or equipment in the future.

This does not however mean that China adopts a closed door attitude to foreign trade. The Chinese will manufacture whatever they can. They often disregard what western economists would consider normal costing factors in estimating their capability to do so. To a considerable extent they are successful in this aim – indicated by the fact that foreign trade forms only about 5 per cent of China's annual gnp. Nevertheless, where necessary, the Chinese will import raw materials and machinery and technology from abroad.

During the early 1970s China's foreign trade contacts, particularly with the industrialised countries of Japan, the West and North America were considerably stepped up. The most noticeable features were increased imports of grain (mainly wheat) from Canada, Australia, Argentina and the United States and the purchases of complete plant for the petrochemical, fertiliser, power and steel industries.

Britain did not obtain a significant share of these latter sales, which went mainly to Japan, West Germany, France and the United States, but scored considerable success in sales of aviation equipment – notably the contract for the supply of 35 Tridents between 1972 and 1977. The Chinese also purchased 10 Boeing aircraft from the United States. Other

Prospectors survey a new oilfield in Tsaidam Basin, Chinghai Province, which is rich in oil resources.

* The last assessment of the Chinese market was published in *Trade and Industry* (then the *Board of Trade Journal*) on 14 October 1970 and covered the re-emergence of the Chinese economy from the 'Cultural Revolution' of the late 1960s and the start of a more outward-looking attitude by the Chinese government in foreign trade policy.

important areas of Chinese purchase were shipping, rail transport equipment and coal-mining equipment.

While many of these purchases were generally in line with the basic Chinese objectives of improving internal communications and supporting agriculture, they also contributed to the development of certain more sophisticated sectors of the economy and were important in shaping the likely direction of development for many years to come. The significance of the purchases can be gauged from the fact that a number of the petrochemical, fertiliser and steel plants are among the largest complexes of their kind in the world. Another important consequence has been the increase in the number of foreign technicians working in China on the installation of these factories.

By 1974 there were signs of a slowing down in this purchasing programme and by the end of the year the number of fresh contracts for complete plant had diminished. The reasons were partly financial. Despite some considerable increases in Chinese exports, the trade balance had moved into a deficit by 1973. In 1974 total foreign trade turnover reached approximately $13,600 million with Chinese exports at $6,400 million and imports at $7,200 million.

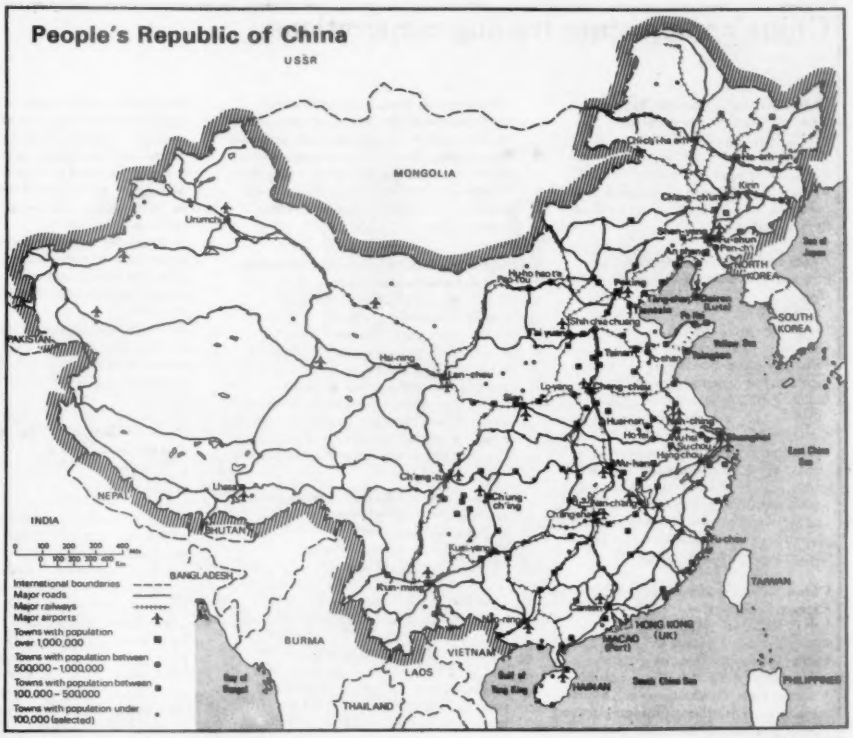
The Chinese were clearly concerned to control and reduce their trade deficit and adjusted their purchasing programme accordingly. There was some resumption of orders for plant in the latter part of 1975 and early 1976 but not on the previous scale. There were of course other reasons for the slackening of orders, the most important being that the Chinese had already applied considerable resources of technical manpower to the installation and running of the plant already bought and could not continue to acquire new equipment and technology at the same rate.

Expansion on a considerable scale

The relative pause in purchases of equipment described above should not be taken to imply a down-turn in the Chinese economy. We are still dealing here with expansion on a considerable scale by world standards. Official Chinese statistics are not available but it is fair to estimate the growth rate of gnp at around 6 per cent per annum. Chinese plans are ambitious.

In January 1975 at the fourth session of the National People's Congress, Chou En-lai, then Premier, announced the two economic objectives. In the first phase, the aim was to achieve an independent and relatively comprehensive economic system by 1980. In the second stage it is intended, by the year 2000, to put China into the front rank of the world's leading economic powers. Given the problems of transport, population and rural/urban contrast already mentioned, these objectives will require continuing massive investment.

There is no doubt that the Chinese will continue to place primary reliance on their own resources and will continue to keep foreign purchases to a minimum. The present Chinese administration puts much emphasis on this point, particularly in press comment. Nevertheless, just as they have always adopted



a two-pronged approach to their domestic development, encouraging simultaneously the growth of small- and large-scale industry, so it can be expected that they will continue to acquire from abroad selected items of equipment and technology. It is useful to remember that their approach here will not merely be to pick up machinery for particular projects on an ad hoc basis but to learn for themselves and of course ultimately to acquire the ability to manufacture equipment on their own.

It is important to approach the China market with patience. The Chinese require time to weigh up whether or not they wish to purchase particular equipment and to compare the competing proposals that they will have received from a number of outside firms. This means that it takes time from the first approach before an order is negotiated. But this situation can be accepted with the more confidence because the time-scale of Chinese economic planning is a long one and there are good prospects that once a firm establishes a relationship with the Chinese further orders will follow.

This does not mean that a company can bank on a regular sales programme to China. The Chinese have themselves emphasised that the nature of their economic development means that in some years they will buy certain types of equipment and then go for a period without purchasing more. Nevertheless in the long term the likelihood of continuing business is good.

The Chinese authorities have recently emphasised that they foresee no basic change in their foreign trade policy, subject to the proviso already mentioned about the likelihood of fluctuations of purchases of particular types of equipment from year to year. They have moreover stressed their interest in developing a trade with Britain still further in the light of the good political relations between the two countries, notably, following the visit to China in May by the Secretary of

Britain's spectacular success in the aviation field : one of the 33 Hawker Siddeley Trident Two aircraft supplied to China. With the inclusion of two Trident Super Threes, the total value of the Trident contract was £120 million.

China's main state trading corporations

China National Foreign Trade Transportation Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Zhongwaiyun Peking
Main business handled: arranging transportation of import and export goods of foreign trade.

China National Light Industrial Products Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Industry Peking
Principal imports and exports: General merchandise, paper and paper boards, building materials, electrical appliances, radio and TV sets, photographic and cinematographic equipments and supplies, stationery, musical instruments, sports goods, toys, leather shoes and other leather goods, pottery and porcelain, human hair, pearls, precious stones and jewellery, ivory and jade carvings, lacquer ware, cloisonne, plaited articles, furniture, artistic handicrafts and other handicrafts for daily use.

China National Machinery Import and Export Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Machimpex Peking
Principal import and export programme: Machine tools, diesel engines and boilers, metallurgical machinery, compressors and pumps, hoisting equipment, transport machinery, mining machinery, agricultural machinery and implements, building machinery, vessels and marine equipment, textile machines and accessories, knitting machines and knitting needles, printing machines and ancillary equipment, machinery for food industry, rubber and plastics making machines, machinery for other light industries, lifts and escalators, tools, ball and roller bearings, electronic measuring instruments, electric measuring instruments, telecommunication equipment and devices, electric equipment and materials, chemical instruments, physical instruments, marine service instruments, geological instruments, hydrological instruments, meteorological instruments, optical instruments, other instruments.

China National Metals and Minerals Import and Export Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Minmetals Peking
Trading in: steel plates, sheets and pipes, sections, tubes and special steels. Railway materials, metallic products, pig iron, ferro-alloys, non-ferrous metals, precious rare metals, ferrous and non-ferrous mineral ores, non-metallic minerals and products, coal, cement, hardware, wires, foils, etc.

China National Native Produce and Animal By-Products Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Chinatuhsu Peking
Principal imports and exports
Native produce: tea, coffee, cocoa, tobacco, bast fibre, timber, rosin, feeding stuffs, forestal produce, spices, essential oils, nuts and dried vegetables, patent drugs and medicinal herbs, as well as other native produce; *animal by-products:* bristles, tail-hairs, casings, hides, leathers, fur-mattress, fur products, bristle brushes, carpets, wool, goat hair, goatwool, camelwool, rabbit hair, feather and feather products and other animal by-products.

China National Technical Import Corporation
Erh Li Kou, Peking
People's Republic of China
Cable: Techimport
Principal imports: complete plant and equipment covering new technological processes. Also the purchase of technical patents and the conduct of technical exchanges in areas of advanced technology.
No 1 department: import of complete plant for light industry and chemicals (eg artificial fibres and fertilisers.)
No 2 department: import of complete plant for the mineral and metallurgical industries, including mining, iron and steel, coal-mining equipment, mineral processing and oil drilling.
No 3 department: import of complete plant for mechanical and electrical engineering, including power generation, truck building, ship building and complete engine plants.

China National Textiles Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Chinatex Peking
Principal imports and exports: raw cotton, cotton yarn, raw silk, tussah silk, wool, man-made fibres, grey-sheetings, bleached-sheetings, dyed goods, printed and yarn-dyed Fabrics, various kinds of blended fabrics of polyester and other materials, worsted and woollen goods, plush, interlining woollens, silk piece goods, rayon piece goods, mixed silk-rayon piece goods, tussah silk piece goods, synthetic fibre piece goods, spun rayon piece goods, garments for men, women and children, suits, overcoats, shirts, overalls, embroidered blouses, pyjamas, morning gowns, woollen sweaters, vests, cotton interlock singlets and trousers, cotton sweaters and trousers, swimming suits, socks, bath towels, bed-sheets, woollen blankets, cotton blankets, kerchiefs, woollen knitting yarns, various kinds of sewing threads, drawn-work and embroidered table cloths, pillowcases, handkerchiefs, gloves, table towels, woollen needlepoint tapestry, etc.

Bank of China
San Li Ho, Peking
Cable: Hochungkuo Peking
Specialised in all types of foreign exchange transactions

China National Cereals, Oils and Foodstuffs Import and Export Corporation
82 Tung An Men Street, Peking
People's Republic of China
Cable: Cereoilfood, Peking
Principal imports and exports: cereals, edible vegetable oils and vegetable oils for industrial use, oil seeds, seeds, oil cakes and feeding stuffs, salt, livestock and poultry, meats and meat products, animal fats, eggs and egg products, fresh fruits and fruit products, fresh and dried vegetables, deep frozen vegetables, salted and preserved vegetables, aquatic and marine products, canned goods, sugar and sweets, wines and spirits, beverages, dairy products, rice products, condiments, etc.

China National Chartering Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Zhongzu Peking
Main business handled: chartering vessels and booking shipping-space.

China National Chemicals Import and Export Corporation
Erh Li Kou, Hsi Chiao, Peking
People's Republic of China
Cable: Sinochem Peking
Principal imports and exports: chemicals, rubber, rubber tyres and other rubber products, petroleum and petroleum products, chemical fertilisers, agricultural chemicals and insecticides, pharmaceuticals and medicines. Chemical reagents, medical instruments and supplies, surgical dressings, dyestuffs, pigments, paints, printing inks, etc.

State for Foreign and Commonwealth Affairs, Anthony Crosland.

The areas of demand

Overall, therefore, the prospects are good. The problem is to identify the main areas in which Chinese demand exists. No published information is given about the details of the five-year or longer-term plans. Information has to be acquired by conversation with Chinese officials or from newspaper and other articles. It is however possible to make a reasonable estimate of the key sectors.

Industries serving agriculture

One of the stated Chinese priorities covers both agricultural machinery and other products such as fertilisers and insecticides. As for fertilisers, it is clear the Chinese are still interested in making further purchases of plant abroad. The main point to note about the other products is that a large proportion can and will be manufactured by the Chinese without outside help. This applies particularly to farm implements and field machinery and to light and medium tractors. Nevertheless there should be opportunities here for the sale of larger tractors (particularly those for earth-moving and field construction) and of food processing, handling and storage equipment.

Steel technology

Steel remains the key sector of Chinese heavy industry, and there is a severe shortage of steel finishing facilities. Increased production and technical improvement are stated aims. There may well be opportunities for the sale of technology for steel processing, particularly for various types of special steel.

Coal-mining equipment

Another priority concerns coal-mining equipment which the Chinese have already bought extensively from abroad, including Britain. It is expected that higher priority is to be given to the coal industry in the new plan. There is still considerable room for mechanisation in the industry and China's capacity to produce equipment is unlikely to keep pace with projected development. There should be further opportunities both for coal-face, transport and processing equipment, although China's own industry for the manufacture of coal equipment is developing fast and there will be a tendency to rely, so far as possible, on their own resources.

Rail transport equipment

There are clear indications that the expansion and modernisation of the existing rail network will be a priority of the current five-year plan. China has already bought considerable numbers of diesel locomotives from France, West Germany and other countries. Opportunities should exist in the future for diesel engine technology, signalling and other equipment. As China's electrification programme develops, there should be more opportunities for the sale of electric locomotives and allied equipment.

Petrochemicals

China has already purchased large quantities of petrochemical plant. There may now be a pause in buying really big factories but there should be opportunities for the sale of specialist processes, for instance for certain synthetic materials such as rubber and artificial leather.

Ships and components

The Chinese adopt a policy of expansion of their existing merchant fleet and of decreasing reliance on charter vessels. There will therefore be a continuing demand for the acquisition of complete ships. On the whole the requirement will be for medium-size vessels (below 100,000 tons and generally between 20,000 and 50,000 tons) whether for oil and oil products or dry cargo. To a great extent past practice suggests that the Chinese will rely on purchases of secondhand ships but there should also be some orders for new vessels. There should also be a moderate requirement for specialised vessels for the oil industry (see below).

Oil equipment

China's oil industry is already a large one (annual production around 80 million tons). At present the major oil fields are all onshore but some off-shore production in shallow water has started and deep-water exploration is at an early stage. China makes a large quantity of her on-shore oil equipment herself, but purchases some from such countries as Romania. She has bought some off-shore equipment from abroad, particularly from the United States, and has acquired oil rigs from Japan and Singapore. It may be difficult for industry to sell complete rigs, considering the distances involved, and the num-

A full view of the Taching general petrol-chemical works.

ber of rigs now idle in south-east Asia. Nevertheless there should be good opportunities for the sale of the whole range of specialised equipment, including drills, valves, pumps, gas turbine generators and pipes. Service and supply vessels in limited quantities should also be required. This is an area in which Chinese demand is likely to grow very gradually but it is well worth British industry keeping a close eye on China's requirements and ensuring that Chinese purchasing organisations are given full information on the latest technical developments.

Packaging
The improvement of packaging techniques, particularly for the Chinese export industry, has received much attention in recent years. It is still an important area and there should be opportunities for the sale of a relatively limited amount of equipment for canning, bottling, cardboard-boxing and other packaging techniques.

Mechanical handling
The development of China's ports is an important priority. Dockside cranes and handling equipment of all types will probably remain in demand, although the Chinese crane industry is developing fast. Cranes and handling equipment will also be required for factory and housing construction sites.

General engineering and instrumentation
There will continue to be opportunities for the sale of a fairly wide variety of general engineering equipment, including machine tools. It is impossible to be precise about Chinese demand in this area. It can be stated fairly confidently that the Chinese will only be interested in equipment of high sophistication. The Chinese machine tool and engineering industry is already well advanced. What they want is new techniques. The same consideration applies to the sale of scientific and other instruments. Firms would probably be wrong to expect orders for very large numbers of units of machinery but in a number of cases companies have done useful and continuing business.

Power generation
The development of the electrical industry is an important Chinese priority. A large number of Chinese power stations, mostly coal or lignite-fired, are built from domestic resources. Nevertheless there have been and may in the future be opportunities for the sale of power stations or power generating equipment. A particular area of opportunity is likely to be technology for the manufacture of turbine blades. There have already been large useful sales of gas turbine engines for power generation and this demand should continue.

Aviation
British industry's most spectacular success in selling to China have been in the aviation field. While the Chinese domestic air fleet is likely to continue to expand, for the moment they probably have enough long- and medium-haul aircraft and new orders are unlikely in the short term except perhaps for small numbers of certain specialist types of aircraft. There should nevertheless be opportunities for the sale of aircraft components and ground control equipment.

Road transport
The Chinese have purchased considerable quantities of medium and heavy trucks, mainly from Japan. They will probably now concentrate on the development of their own automotive industry. The opportunities for sales here should not be exaggerated but there should be possibilities for the sale of certain aspects of technology, including diesel engine technology, and of specialist car and truck components.

Competition is fierce

Competition in the China market is as fierce as anywhere. Japan is particularly active and has something of a head start because of its geographical proximity and the readiness of Japanese corporations to devote considerable resources of sales and technical manpower to the market. Other western European countries, particularly the Federal Republic of Germany and France, have been markedly successful and the United States are coming up fast.

Nor should the importance of the Soviet Union and eastern Europe be ignored. Despite setbacks in their political relations with China, they maintain a considerable share of the sales to China of engineering and transport equipment.

There is at the same time no reason for British industry to be any more afraid of competition in this market than elsewhere. Indeed, the present may be a particularly

UK–CHINA TRADE

£'000

	1972	1973	1974	1975	Jan - Aug 1976
UK EXPORTS - total	31,644	84,802	71,738	80,368	54,529
of which					
Textile fibres	2,401	7,278	12,065	5,081	7,061
Chemicals	1,070	2,395	1,920	2,108	1,409
Textile yarn, fabrics, made-up articles	1,388	2,446	3,939	1,897	2,786
Non-metallic mineral manufactures	4,860	5,542	1,892	2,606	808
Iron and steel	3,377	6,058	3,914	2,802	7,613
Non-ferrous metals	4,735	27,832	5,427	8,795	1,414
Machinery, other than electric	4,344	8,268	17,294	24,058	7,277
Electrical machinery	1,779	3,000	3,191	4,196	2,546
Transport equipment	4,972	16,001	14,143	25,075	21,093
UK IMPORTS - total	35,588	47,834	66,681	59,423	53,604
of which					
Meat	2,579	3,114	4,042	5,126	3,370
Fruit and vegetables	1,544	2,149	2,295	2,740	1,763
Coffee, tea, cocoa, spices	886	1,209	3,013	2,857	2,957
Hides, skins, furs	1,794	2,144	2,147	2,397	2,176
Textiles fibres	4,782	8,423	9,531	6,228	7,811
Crude animal and vegetable materials	4,312	5,299	6,022	4,374	4,821
Chemicals	2,007	2,668	6,254	3,742	3,568
Essential oils and perfume	457	1,252	3,409	1,490	982
Leather and leather manufactures	1,263	1,716	2,235	2,411	2,390
Textile yarn, fabrics, made-ups	5,201	6,560	9,795	9,804	8,136
Non-metallic mineral manufactures	2,978	2,282	2,998	2,097	943
Transport equipment	28	247	634	1,077	2,652
Miscellaneous manufactures	1,356	1,947	2,896	3,160	2,775

Source: overseas trade statistics of UK

good time for companies which have not previously worked here to lay the foundations for the future. While Chinese demand will grow at a relatively modest rate, there is no reason why we should not increase our share of the market. By achieving 10 per cent of the current Japanese sales to China we would more than double our exports to the People's Republic and top the £200 million mark.

The mechanics of trade

The basis of trade with China will be familiar to the companies already operating in other state trading countries. Sales and purchases are carried out by state trading corporations (see the list on page 316).

These corporations are an indispensable channel for any foreign firm wishing to trade and as a first step a British company should write to the appropriate corporation, setting out briefly the type of product on offer and enclosing the copies of appropriate technical literature. This should be as specialised as possible; glossy human interest handouts should be avoided. This is because the corporation will use the material either for reference purposes or to pass on to potential end-users, ie factories and other technical-minded bodies. It is advisable to send between ten and 20 copies of any brochures to the corporations.

It is extremely difficult to make direct contact with end-users in China. Some opportunities may arise if visits are paid to the People's Republic which involve calls on factories. At the same time the corporation will remain the chief contact. Nor is direct correspondence with end-users often possible, although one method is to make use of the space in the Chinese-language magazine *British Industry* published by the Sino-British Trade Council and mailed directly to a number of addressees in China (see below).

After the initial mailing of the technical literature to China, firms will wish to consider whether they should send representatives to Peking or other trading centres. This is sometimes a useful move but is often not very easy to arrange. The Chinese practice generally is only to issue visas to company representatives if the Chinese corporations are seriously and fairly imminently interested in technical or commercial discussions. What this means is that putting in an application for a visa is quite a good way of testing whether the Chinese are becoming interested in a project. If a visa is forthcoming all well and good. If not, there is probably no immediate prospect of business and the expense of a visit to China can be saved.

On the other hand, there are occasions on which it is worth pressing ahead rather more vigorously with the project for a visit to China. Even though business may not be just around the corner, a firm may assess that its products lie in a field of potential Chinese interest and that it is worthwhile making a detailed presentation on the spot. In this case it is useful to consider joining an outward mission to China. A number of these have been organised in recent years, both by industrial and trade associations and by chambers of commerce. Normally it is best to join a mission which is as specialised as possible in character since the opportunities for meeting expert end-users and discussing products in depth will be enhanced.

In addition, the Chinese send a number of inward missions to the United Kingdom to study various aspects of industry and technology. During such visits they call on a number of British firms, which are thus given a useful opportunity to present their products.

There are of course special features of the business scene which require particular attention. These relate notably to the negotiation process, where care has to be taken over certain aspects of payment terms, arbitration, and conditions for any technical personnel sent to China under the contract. It is important also to remember that the Chinese put much stress on exact compliance with technical and other specifications for equipment and any tolerances should be spelled out in the contract. Advice on general negotiating techniques and particular points can be obtained from the Department of Trade, British Overseas Trade Board, or the Sino-British Trade Council.

Canton fair

At present the Canton fair is organised twice a year from 15 October to 15 November and from 15 April to 15 May. It is primarily a Chinese selling fair but the corporations send purchasing representatives there as well. It is not always possible for companies to have detailed technical discussions at the Canton fair but it often provides a useful opportunity for firms to make a first contact with the Chinese corporations.

It may well be worth a company's while taking advantage of a Far-Eastern tour by one of its representatives to send him to the Canton fair. Invitations for the fair should be requested from the commercial section of the Chinese embassy in London.

Advice and help from DOT

Firms seeking advice about China should first contact Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in a position to provide introductory information on the market and to process requests for assistance and advice.

Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1H 0ET, are responsible for all matters concerning the United Kingdom's commercial relations with China and are able to advise on general issues, particularly those concerning the techniques of negotiation with Chinese corporations.

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC24M 7HU, can give advice on outward missions, exhibitions and other trade promotion exercises in China.

Overseas Visitors' Bureau, British Overseas Trade Board, Export House, can give information on Chinese missions to the UK.

The Sino-British Trade Council, 25 Queen Anne's Gate, London SW1, are the area advisory group assisting the British Overseas Trade Board in all aspects of two-way trade with China. They can give advice on the China market and on forthcoming missions. They publish the Chinese-language magazine *British Industry* which is mailed to addressees in China. They also organise ad hoc publicity exercises – 'Avalanches' – for the dissemination to Chinese addressees of technical information on particular aspects of British industry. They publish a monthly journal for firms and arrange for social gatherings and meetings on China trade. They are represented at the Canton fair.

The commercial section of the British embassy, 11 Kuang Hua Lu, Peking, People's Republic of China (tel. 521961), can offer advice and help to businessmen visiting China. Firms intending to visit are strongly advised to inform the embassy in advance and in any case to call on their arrival in Peking.

The commercial section of the Chinese embassy (112 Westcombe Park Road, Blackheath, London SE3 7SJ) should also be contacted by companies seriously interested in the China market. The staff of the commercial counsellor includes a number of the representatives of the individual trading corporations. Contact with the Chinese embassy is not however a substitute for a direct correspondence with the corporations but a useful addition to it.

Overseas trade country data

Argentina

Tariff amendment. Resolution 327/76 of 13 July 1976 amends BTN 83.09 to read as follows:

BTN	Description	Duty
83.09.00.01	Buckles and clasps for ski boots	5%
83.09.00.99	Other	130%

Inquiries: OTAR 01-248 5757 ext. 474/476.

Import licence requirement revoked. Joint resolutions 312 and 159 of 16 July 1976 states that imported adipic acid and its salts (BTN 29.15.01.36) for uses other than textile will no longer require an import licence from the Secretariat of Industrial Development.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

The performing arts: draft report released. The Industries Assistance Commission has released a draft of its report on assistance to the performing arts in Australia in order that interested parties may have an opportunity to examine and comment on it within the commission's public inquiry system before the report is finally settled.

The commission will hold a further public inquiry at 10 a.m. on Monday, 1 November 1976, at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra, Australia.

A copy of the report may be obtained on loan from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref. CRE 1301/74.

Temporary protection: whisky, gin and vodka. The Department of Industry and Commerce has received a request for temporary protection against imports of whisky, gin and vodka falling within item 22.09, of the customs tariff.

Interested parties, either in support of or in opposition to the request may submit their views to the department for consideration. Requests for temporary protection are initially received by the department. They may be referred later to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference.

Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority will be in the nature of a holding action pending government consideration of the long-term protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that, should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the announcement will be subject to the terms of the action. Australian importers therefore have been urged to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

Evidence must be formally submitted at the public hearing, either by the nominated representative of the firm or trade association concerned or by the Australian-British Trade Association, 21 Tothill Street, London SW1 (01-799 7447), who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600 Australia, as soon as possible.

Inquiries: CRE 01-215 5319. Ref. CRE 1745/76.

Measuring, checking, precision instruments and apparatus: draft report released. The Industries Assistance Commission has released a draft of its report on measuring, checking, precision instruments and apparatus in order that interested parties may have an opportunity to examine and comment on it within the commission's public inquiry system before the report is finally settled.

The commission will hold a further public hearing at 10 a.m. on Monday, 8 November 1976, at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra, Australia.

A copy of the report may be obtained on loan from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref. CRE 1036/74.

Monochrome tv receivers and certain electronic components: draft report released. The Industries Assistance Commission has released a draft of its report on monochrome tv receivers and certain electronic components in order that interested parties may have an opportunity to examine and comment on it within the commission's public inquiry system before the report is finally settled.

In order to receive submissions on the draft the commission will hold a further public hearing at The Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulburn Street, Sydney, commencing at 10.00 a.m. on Monday, 1 November 1976.

A copy of the report may be obtained, on loan, from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref. CRE 6/75.

Sacks, bags and certain polyolefin fabrics: draft report released. The Industries Assistance Commission has released a draft of its report on sacks, bags and certain polyolefin fabrics in order that interested parties may have an opportunity to examine and comment on it within the commission's public inquiry system before the report is finally settled.

In order to receive submissions on the draft the commission will hold a further public hearing at The Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulburn Street, Sydney, commencing at 10.00 a.m. on Wednesday, 3 November 1976.

To enable the commission to examine submissions and discuss them with witnesses at the hearing, it is requested that copies of the intended submission reach the commission as soon as possible.

A copy of the report may be obtained, on loan, from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref. CRE 1462/74.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Temporary protection request on ceramic floor and wall tiles. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of ceramic floor and wall tiles falling within items 69.07 and 69.08 of the customs tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the department for consideration. Requests for temporary protection are initially received and considered by the department. At a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within thirty days of the date of the reference.

Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority would be in the nature of a holding action pending consideration of the long term protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the reference will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

Evidence must be formerly submitted at the public hearing, either by the nominated representative of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (01-799 7447) who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia as soon as possible.

Inquiries: CRE 01-215 5319. Ref. CRE 1816/76.

Motor vehicles: Industries Assistance Commission reference. The Industries Assistance Commission has been asked to inquire into and report on the question whether the present import restrictions on motor vehicles falling within items 87.02.11 and 87.02.21 of the customs tariff should be continued, and if so, at what level and for what period of time such restrictions should remain in force.

UK firms or trade associations intending to submit evidence at the public hearing should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1H 0ET (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref. CRE 1817/76.

The publishing industry: time and place of the public hearing. A notice in *Trade and Industry*, 8 August 1976 reported a reference to the Industries Assistance Commission on the question whether assistance should be accorded to publishing in Australia.

The Commission will hold a further public hearing into the reference at The Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra, commencing at 10.00 am on Wednesday 10 November 1976.

The Commission will receive evidence from any individual, or representative of any organisation, interested in the subject of assistance to the publishing industry in Australia. Persons who are interested in submitting evidence at this inquiry and who have not yet notified their intention to be witnesses are asked to advise the Commission immediately of their interest in the inquiry.

Eight copies of all statements should be addressed to The Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600. Australia.

Inquiries: CRE 01-215 5319. Ref. CRE 1554/75.

Industries assistance commission – introduction of telex service. Telex machines have been installed in the Industries Assistance Commission offices in Canberra, Sydney and Melbourne; their numbers are Canberra 62283; Sydney 25346; Melbourne 32940; the answer-back in all cases is INDCOM.

Although all evidence submitted to a formal inquiry must be given on oath or by means of a sworn document or affidavit, submissions will be accepted by telex but only if the legal documents fail to arrive the evidence will be ignored.

This method of transmitting submissions could be particularly useful to UK exporters in the case of Temporary Assistance Authority inquiries where there is often little time to take action between the announcement of the inquiry and the date of the public hearing.

Inquiries: CRE 01-215 5319. Ref. CRE 36475.

The Australian olive industry; location and time of the public hearing. A notice in *Trade and Industry*, 7 November 1975, reported a reference to the Industries Assistance Commission on the question whether assistance should be accorded to the Australian industry growing and processing olives. The commission has released a draft of its report to give interested parties an opportunity to examine and comment on it within the Commission's public inquiry system before the report is finally settled.

In order to receive submissions on the draft the commission will hold a further hearing at The Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra, commencing at 10.00 am on Monday 8 November 1976. To enable the commission to examine submissions and discuss them with witnesses at the hearing, it is requested that copies of the intended submission should reach the Commission at least one week before the date of the hearing, that is by 1 November 1976.

A copy of the report may be obtained on loan from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref. CRE 1551/75.

Commercial motor vehicles, parts and accessories – location and time of the public hearings. A notice in *Trade and Industry*, 17 September 1976, reported a reference to the Industries Assistance Commission on the question whether assistance should be accorded the production in Australia of commercial motor vehicles, parts and accessories. The commission held the first of its public hearings into the reference at The Public Inquiry Room, Industries Assistance Commission, 6th Floor, 200 Little Collins Street, Melbourne, Victoria, commencing at 10.00 am on Monday 18 October 1976.

The Industries Assistance Commission was requested to submit an interim report by 30 November 1976 on whether the assistance currently accorded to the goods under reference should be varied pending its report on the long term assistance required. This hearing only dealt with this aspect of the reference.

The commission intends to hold further hearings into the long term assistance for the industry in December this year. Details of the times and locations of these hearings will be published as soon as they are available.

Inquiries: CRE 01-215 5319. Ref. CRE 1538/76.

Brazil

Proposed increase in import duty on sodium cyanide. Customs Policy Council edital 824, published in the *Diario Oficial* of 16 September gave notice that the council was considering an increase in import duty on sodium cyanide, of tariff heading 28.43.09.00 from 15 per cent to 45 per cent.

No further information available.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty reduction on aluminium. Customs Policy Council resolution 2841, published in the *Diario Oficial* of 27 September, reduced the import duty on aluminium and aluminium alloys, of tariff headings 76.01.01.00 and 76.01.02.00, from its current rate of 37 per cent to Nil for a period of a year counted from the date of publication.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Control of drugs, cosmetics, etc. Law 6360, published in the *Diario Oficial* of 24 September 1976, laid down regulations on the control of drugs, cosmetics and similar products. This law is long and thus not published here. Interested exporters may obtain copies of this regulation in the original Portuguese from OTAR Section. Translations into English will be available in due course.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Customs warehousing regulations. Decree 78/450, published in the *Diario Oficial* of 23 September 1976, laid down regulations governing the concession of customs warehousing facilities to goods of both import and export. These regulations are lengthy and therefore not published here. Interested exporters may obtain copies of the regulations in the original Portuguese from OTAR Section. Translations into English will be available in due course.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Duty amendments. Chilean Ministry of Finance decree 769, published in the *Diario Oficial* on 8 October, reduces to 15 per cent the rates of duty for the following items:

Tariff no	Description	Previous *ad valorem* rates Per cent
37.01.01.00	Unexposed photographic plates and films for radiography	30
37.02.01.00	Unexposed film, in rolls, for radiography	30
90.17.01.01	Surgical needles	35
90.17.02.01	Dental equipment, mounted on pedestals	35
90.17.02.11	Dentist lathes	35
90.17.02.21	Dentist cutters, discs, knurls and brushes	30
90.17.04.00	Electro-medical apparatus	35
90.18.01.00	Mechano-therapy and massage apparatus	35-60
90.18.02.00	Psychological attitude resting apparatus	35
90.18.03.00	Breathing appliances, including gas masks and similar respirators	30
90.18.90.00	Parts and accessories for the above	30
90.20.01.00	Apparatus based on the use of X-ray or of the radiations from radio-active substances	35
90.20.90.00	Parts and accessories for the above	35

Inquiries: OTAR 01-248 5757 ext. 474/476.

Fiji

Import control: packaged tea. The Fiji Ministry of Commerce, Industry and Co-operatives has announced a control on the import of packaged tea to take effect from 1 October 1976 and is subject to review. The amount of packaged tea that can be imported has been cut to 5 per cent of the estimated Fiji market in order to protect further the local tea packing industry.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

Indonesia

Exemption of import duty and import sales tax on the import of equipment for the aircraft industry. The Indonesian Minister of Finance has announced with effect from September 1976 entire exemption of import duty and import sales tax on the import of parts used in the manufacture of aircraft so that the import duty and sales tax becomes nil. 50 per cent exemption is granted on the import duty and the sales tax of ground support equipment.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

Import control of aminophenazone. The Indonesian Director General of Medicines and Food Control has announced with effect from 27 September 1976, a restriction on the import of the constituents of aminophenazone, which will be deleted from Pharmacy List B.

Companies which have registered medicines containing these constituents will be allowed until 30 October 1976 to change the composition of the medicine.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

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Tel. 01-248 5757 (extension at end of each notice)

Italy

Italian exchange deposit scheme. A ministerial decree of 30 September 1976 published in the Italian *Gazzetta Ufficiale* of 13 October 1976 announces the phasing out of the exchange deposit scheme (details of which have already been published in *Trade and Industry*, 15 October 1976, page 167). Copies of the decree, in Italian, are available from OTAR Section.

A circular issued by the Italian Exchange Office dated 14 October announced that from 15 October 1976, remittances abroad in respect of both maritime and air freight, and imports of printed periodicals (magazines, journals, etc.) are exempt from the exchange deposit scheme.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Liberia

Import controls and tariff amendments. Further to a notice published in *Trade and Industry* on 13 August the Liberian authorities have now lifted the ban on the importation of used clothing. Liberian nationals only are allowed to import such clothing. Exporters are reminded that the disinfection regulations still apply to these goods.

The customs tariff for 'Old clothing and other textiles; rags', is amended as follows:

Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within headings 58.01, 58.02 and 58.03) of textile materials, footwear and headgear of any material showing signs of appreciable wear and imported in bulk or in bales, sacks or similar bulk or in bales, sacks or similar bulk packings.

Tariff no	Tariff description of merchandise	Duty
63.01 A	Used clothing	75%
B	Other	
	1 Used clothing accessories	75%
	2 Others	75%
63.02	Used or new rags, scrap twine, cordage, rope and cables and worn out articles twine, cordage, rope or cables	50%

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

Malaysia

Import control amendment on textiles. The Malaysian Government has passed the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No 19) Order 1976, which amends the second schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973, by deleting the following heading numbers so that an import licence is no longer necessary for these items.

51.04 110; 51.04 120; 51.04 190; 51.04 210; 51.04 290; 51.04 410; 51.04 490; 51.04 510; 51.04 520; 51.04 590; 51.04 610; 51.04 690; 51.04 910; 51.04 990; 53.11 110; 53.11 210; 53.11 910; 55.09 110; 55.09 190; 55.09 310; 55.09 320; 55.09 910; 55.09 920; 55.09 930; 55.09 940; 55.09 990; 56.07 111; 56.07 112; 56.07 119; 56.07 121; 56.07 129; 56.07 191; 56.07 199; 56.07 211; 56.07 212; 56.07 219; 56.07 221; 56.07 229; 56.07 291; 56.07 299; 58.04 100; 58.04 200; 58.04 310; 58.04 390; 58.04 411; 58.04 419; 58.04 421; 58.04 429; 58.04 491; 58.04 499; 58.04 511; 58.04 519; 58.04 521; 58.04 529; 58.04 591; 58.04 599; 58.04 900; 60.01 100; 60.01 200; 60.01 300; 60.01 900

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Norway

Import licensing for certain textile items. The Norwegian authorities have announced their intention of extending their existing licensing arrangements for certain textile items irrespective of source of origin (details of which were published in *Trade and Industry*, 19 September 1975) to include the following items:

BN number	Description
ex 60.04	Underwear 1 of cotton 2 containing continuous synthetic textile fibres*
ex 61.01 ex 61.02	Sports jackets, windproof jackets etc 1 of cotton 2 of which the chief constituent material contains silk or continuous man-made textile fibres 3 of discontinuous man-made textile fibres†
ex 61.01	Men's suits of cotton or of discontinuous man-made textile fibres

* This only applies to women's and girls' underwear.
† This only applies to garments for men and boys.

The arrangements were introduced for surveillance purposes and are not intended to establish any new restraints on imports of these products.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Portugal

Changes in duty reduction timetables. *Trade and Industry*, 1 October, announced the signing of an additional protocol to the EEC/Portugal free trade agreement and the introduction of an interim agreement to implement the trade provisions of the new protocol. This agreement enters into force on 1 November 1976.

Under article 5 of the Interim agreement a number of goods originating in the EEC and subject to a duty reduction timetable scheduled to reach 100 per cent reduction by 1 January 1980 have been transferred to an extended timetable of reductions as follows.:

	Reduction
1 July 1977	70%
1 January 1980	70%
1 January 1983	80%
1 January 1984	100%

The goods which have been transferred to this timetable fall within the following BN tariff headings:

28.54 ; 32.09 ; 32.12 ; 32.13.02 ; 35.06 ; 37.03.01 ; 39.01.02 ; 39.07.05 ; 40.11 ; 42.02.03 ; 48.11 ; 48.13 ; 48.15.10 ; 53.05.03 ; 53.11 ; 56.01.03 ; 56.05.01 ; 58.04.05 ; 68.04.02 ; 70.21.01 ; 71.05.02 ; 71.16.06 ; 73.14 ; 73.15.59 ; 73.24.01 ; 73.37.02 ; 76.02 ; 83.09.03 ; 84.01.02 ; 84.15.03 ; 84.17 ; 84.24.05 ; 84.27.01 ; 84.40.03 ; 84.47.04 ; 84.61.03 ; 85.01 ; 85.03.01 ; 85.12 ; 85.19 ; 85.20 ; 85.23.04 ; 90.03 ; 90.04.04 ; 90.16.02 ; 91.04.02 ; 92.12.04 ; 94.01.06 ; 94.03 ; 98.03.02 ; 98.08.01 ; 98.10.04 ; 98.12.01

Inquiries: OTAR 01-248 5757 ext. 460.

South Africa

Tariff application. Customs Tariff application list 34/76, published in the South African *Government Gazette* 22 October 1976 contains an application to the Board of Trade and Industries for increase in duty on the following:

1 conveyor chain and parts thereof classifiable under tariff subheadings 73.29.43.90 and 73.29.44.90, respectively,

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2 atrazine, and herbicides with atrazine as active ingredient, classifiable under tariff subheadings 29.35.75 and 38.11.55, respectively, and
3 certain glass products classifiable under tariff subheadings 70.05.10, 70.05.20, 70.05.30, 70.05.90, 70.06.10, 70.06.20, 70.06.30, and 70.06.40

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Economic measures. The Spanish cabinet on 8 October announced new temporary economic measures. These economic measures include an import surcharge which increases the rate of import duty on all imported goods by 20 per cent (for calculation purposes a 25 per cent import duty now becomes 30 per cent). The increase is supplementary to an earlier import duty modification announced in royal decree 1996/76 and published in the Spanish *State Gazette* 30 August 1976. This measure is effective on a temporary basis until 8 April.

The following range of imported goods are exempt from the surcharge:

1 Capital goods imported under the Capital Goods Concessions Scheme. These are mostly mechanical capital goods under Chapter 84 of the tariff.
2 Goods imported under the special Joint Assembly Scheme.
3 Foodstuffs imported under the terms of compensatory tariffs or regulatory tariffs, the rates for which are fixed on a weekly basis.

GATT terms are specifically taken into account in article 4 of decree 2347/1976. This states that if the one-fifth increase in the tariff rates would bring a given rate above the GATT limit set in the Spanish tariff, then it will not be applied.

In addition the export of those agricultural feedstuffs and food products which are not habitually exported will not be allowed when their domestic prices exceed those of the year before. Dividends can not be raised more than 10 per cent on the level of the previous year and new companies may not pay more than 8 per cent of the paid-up capital as dividends. Article 35 of the labour relations law is suspended which will have the effect of removing the obligation of employers to take back employees declared by the courts to have been unfairly dismissed, while leaving intact the alternative of generous compensation payments. The rates of personal income tax

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on taxable incomes higher than a million pesetas a year are increased by 10 per cent.

Other principal measures include all prices to be frozen for two months with a limited list to be subject to rigorous control until 30 September 1977.

There are also surcharges on electricity prices and limitations and some price surcharges on the supply of fuel oil to industry and commerce. In the payment of wages and salaries on the first 350,000 pesetas of income, increases are to be permitted equivalent to the rise in the cost of living plus a further 2 per cent. In the next 350,000 pesetas increases are to be limited to a rise in the cost of living only. Salary and wage earners on greater emoluments are allowed no increases.

Copies of the decrees are available in Spanish; an English translation is in preparation.

Inquiries: CRE 01-215 3476.

Thailand

Import licensing of certain types of paper. The government of Thailand had introduced the Importation of Goods (no 81) B.E. 2519 (1976) notice which came into force on 15 September 1976.

An import permit will now be required to import kraft paper and certain type of corrugating medium paper of a weight exceeding 60g to 350, per sq m, into Thailand. The only exceptions are for goods that have already been loaded on to the vehicles in the country of origin for transport into Thailand before the date of enforcement of this notice, or where a permit has been issued by the Minister of Commerce or a person authorised by him. This, however, does not include kraft paper of the types called 'Clupak' and 'Extensible'.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Togo

Development plan. The Togolese government recently published their development plan for the period 1976-80. This envisages expenditure of CFA francs 250 billion (approximately £525 million) over the next five years. The plan lists several significant projects in, for example, the fields of railways, airports, roads and bridges, telecommunications and hospital equipment.

The plan may be inspected in, or borrowed from, the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 368/369.

Inquiries: CRE 01-215 5334.

United States

Product liability. An interagency task force has been commissioned by the President to study the impact of product liability claims on the US economy. Details of the scope of the study were published in the *Federal Register* of 20 September, and comments should be sent to the Executive Secretary, Interagency Task Force on Product Liability, Room 2898c, US Department of Commerce, Washington DC 20230, as soon as possible. The Task Force is due to report by 15 December.

Further information is available from CRE 01-215 5397.

Energy labelling. The *Federal Register*, 30 September 1976, published tentative proposals by the Federal Trade Commission for the ranges to be used for comparability of certain energy-consuming products. The appliances are refrigerators, refrigerator-freezers, freezers, dishwashers, clothes-dryers, water heaters and room air-conditioners. Comments are also invited on the ranges which should be used for television sets.

All comments should be made by 15 November to the Assistant Director for National Advertising, Federal Trade Commission, Washington DC 20580.

Inquiries: CRE 01-215 5397.

Standard for mercury vapour lamps. The *Federal Register*, 8 October 1976, published rules proposed by the FDA to develop a radiation safety performance standard for vapour discharged lamps. Written comments (5 copies) should be sent by 7 December 1976 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville M.D. 20852.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Honeywell has it all wrapped up

Dave Allan, shipping preparation inspection supervisor at Honeywell's Lanarkshire factory, checks that the Level 66 computer system – shortly to add its computing power to the Swedish government's RAFA project (which is currently revolutionising the country's social insurance administration techniques) – is all present and correct, before shipment to the installation site at Sundsvall, 250 miles north of Stockholm.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

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TECHNICAL SPECIFICATIONS
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ENCIRCLE TI 234 ON PAGE 335 FOR FURTHER INFORMATION

Overseas trade exhibitions

British sail in Chicago's marine trades show

From Norman Olson, vice-consul (commercial) British consulate-general, Chicago

Sponsored by the Department of Trade and the Ship and Boat Builders National Federation (SBBNF), 26 British companies exhibited at Chicago's International Marine Trades Exhibit and Conference (IMTEC) in McCormick Place. There were also 12 companies on a SBBNF Scatter Mission starting off their North American visit programme at the Chicago Show. This was the largest British group to exhibit or visit Chicago's marine trades show.

There is a good reason for such a large group visiting the United States as sales of new boats and boating equipment approached $2.5 billion in the model year ended 31 August. This topped the 1972-73 record by more than $400 million. While higher prices for new boats accounted for some of the increase there was also a healthy gain in volume over the past two years. The turnaround in the boating industry began in January and has continued throughout the summer.

To meet such sales increases the IMTEC staged their largest show in the 17-year history of the event and occupied all 750,000 sq ft of McCormick Place's three exhibit levels, and for the first time the covered mall at McCormick Place was also used for boat exhibits. The four-day event, 30 September to 3 October, drew some 33,000 members of the trade who saw the products of 835 exhibitors. All exhibitors were particularly impressed by the elaborate security measures taken to ensure that only trade visitors were allowed entry to the exhibition.

The British group stands were colourful and well designed for the marine trades exhibit. Open large space exhibits were used to present boats from Britain. The British exhibitors, most of whom are well established in the market come to Chicago for a variety of reasons. Some exhibit just to keep their name and product line before the trade and to support their agents while others exhibited with the purpose of appointing distributors or expanding their dealer networks. With few exceptions this was the most successful British showing with inquiries numbering over 1,000 and potential business in excess of £1 million.

This year's event was truly an international show as many of the British exhibitors reported meeting their present or potential distributors from Finland, Sweden, Denmark, Spain, Canada and many other countries. Australia and Canada also sponsored group exhibits and there were independent exhibitors from these countries as well as Britain, Sweden and Japan.

The flag goes up in Tehran

Forty-four British firms are exhibiting at the international trade fair being held in Tehran until 1 November. At the flag raising ceremony outside the British pavilion on 21 October, Lord Donaldson, Minister of State at the Department of Education and Science, said, 'Trade and industrial collaboration between Iran and the UK have been growing at an increasing rate over the past few years. Our commercial relations have gone from strength to strength and it is heartening to know that British firms are contributing so much to Iran's drive for greater industrialisation'.

Interboat starts British boat bonanza

From J. Gysin, Directorate of Export Promotions in Switzerland, British consulate-general, Zurich

Interboat is the first of the closed season international boat shows in Europe and showed a welcome demand for British boats and marine equipment which augurs well for the quick succession of international boat shows which take place over the coming months. The show was held at Friedrichshafen from 25 September to 3 October. Although there were no direct British exhibitors, over 50 British boats were to be seen on the stands of agents from Germany, Switzerland and Austria, ranging from Olympic class dinghies to 37 ft motor yachts, some of which were demonstrated on Lake Constance and on view in the harbour.

Over 80,000 visitors flocked to the show, particularly from over the Swiss and Austrian borders. As this was the first Interboat since the new international shipping and boating law drawn up for Lake Constance came into force last April, there was a marked demand for cabin cruisers and motor yachts as many potential buyers the previous year had waited to see what restrictions on motor boats would be enforced; in the event only two-stroke and outboard engines over 6 bhp were seriously affected.

Over 55 per cent of the boats shown were sailing yachts and dinghies, which upheld their usual keen interest and demand, particularly those from Britain, whose price for quality competitiveness is now more attractive than ever in hard currency markets. An added attraction was the Mediterranean contact centre, which provided information on marinas and mooring possibilities there and was always very busy. Many of the boats sold at this exhibition are kept by their owners on the Mediterranean.

Firm orders for over DM 1 million for British boats and equipment were taken at Interboat, including orders from Switzerland and Austria. If the buying trend continues in follow-up business and through the other closed season shows, notably Düsseldorf and Hamburg, British boat builders and equipment manufacturers are going to have a busy winter.

Over 80,000 visitors flocked to Interboat at Friedrichshafen

Quiet satisfaction at Gastech '76

from R Clarke, British Trade Development Offices

Fourteen British firms, under the joint sponsorship of the British Overseas Trade Board and the Council of Manufacturers of Petroleum Equipment, demonstrated their experience and expertise in serving the liquefied natural gas and liquefied petroleum gas industries at the recent Gastech '76 exhibition held in the New York Hilton from 5 to 8 October.

Generally the British exhibitors were quietly satisfied with the results of their participation. One or two were frankly disappointed with the number of inquiries received while others were particularly pleased with the level of interest shown by potential buyers and agents. It was recognised, however, that this show was not expected to be a major selling venue, but rather a valuable opportunity to gain worthwhile exposure to the United States market, to obtain first-hand market information and to glean useful information about the products and activities of foreign competitors.

Charles Winn (Valves) Ltd were among those taking part who reported a gratifyingly high volume of serious inquiries from visitors, as did Mercury Marine Ltd of East Kilbride about their pneumatic gauging systems for tankers.

British instrument manufacturers succeed at Texas convention

From G. S. W. Gush, vice-consul (commercial), British consulate-general, Houston

Twelve British manufacturers of instruments, in a joint venture with the British Overseas Trade Board and the Scientific Instrument Research Association, took part in the international instrumentation-automation conference and exhibition, organised by the Instrument Society of America, and held from 11-14 October at the Astrohall, Houston, Texas.

Among the 355 exhibitors were some of the largest American manufacturers in the international instrument and automation industry including Beckman, Bell and Howell, Corning Glass, Honeywell and Westinghouse. The conference and exhibit was attended by 17,000 visitors who came from all parts of the United States, Canada, South America, Germany, Japan and other countries. The visitors included manufacturers, engineers, chemists, physicists, biologists, consultants and metallurgists representing a wide range of industries, including metal fabricating, construction, oil and chemicals, food processing, marine sciences, data handling, mining, glass and ceramics, and pulp and paper.

The volume of orders written and inquiries placed was considerably above average. Without exception the 12 British companies were very well pleased with the results they achieved. Those already established in the United States market successfully extended their connections. Those new to the market opened discussions with prospective representatives. All of the companies received a large number of inquiries which promised good business in the future. At the same time, all gathered valuable information on technical matters as well as market trends. All were highly encouraged by the favourable reception given their products by American companies, among which were some of the foremost corporations in the United States. The representatives of the British companies worked long hours through the four days. Many then set out on extensive journeys in the United States, Canada and South America to follow up the most urgent leads they had received during the convention.

It was the general opinion that the 1976 conference and exhibit was one of the most productive in many years. The British companies deserved and won their substantial share of success.

An attraction at the Gastech exhibition was Miss New York, Anneliese Ettrich (right), who worked as assistant on the CBMPE stand. She is pictured with (left to right) Charles Sanderson, acting director of the British trade development office, New York; John Barton, CBMPE representative; Jack Hamilton, sales development manager, Langley Alloys; Neal Currie, general manager of development, mortar division of Perlite Insulation.

Overseas trade export services

New groupage service for Scottish exporters

Gentransco-Macleod despatched their first train ferry groupage wagon from Glasgow to Salzburg on 8 October. This groupage departure of woollen piece goods, leather, whisky, carpets and refractory material marked the start of a new, direct Scottish service eliminating the need to send Scottish continental exports for shipment via London or Manchester.

The service, operated in conjunction with Salzburg partners Franz Welz GmbH, will now enable exports from Scotland to be despatched directly at least once weekly. Apart from destinations in Austria and Yugoslavia the service also covers Iran and other east European and middle east countries. One of the most important entry points for Austrian imports, Salzburg occupies an almost unique position in Europe as a transit point for groupage and full loads from western Europe and Scandinavia to the Balkans and Arab countries.

Train ferry groupage wagons will be despatched on the new service from the Glasgow international freight terminal at Gallowgate, a British Rail-operated depot with customs facilities for the export of such commodities as whisky.

Gentransco-Macleod chose British Rail's train ferry service from Scotland for very sound reasons. With a transit time from Glasgow to Salzburg of four to five days, together with the assistance of computer-controlled train and wagon schedules, the high speed air brake service and continental express freight trains, rail freight is now highly competitive with road transport.

Japan, Iraq on ISD from UK

Japan and Iraq can now be dialled direct from many telephones in Britain, bringing to 34 the number of countries with which the UK has international subscriber dialling (ISD) links.

All of Japan's 42 million telephones and 93 per cent of Iraq's 153,000 'phones are now accessible to British ISD callers. The dialling codes for Japan and Iraq are 010 81 and 010 964 respectively. However those calling from Japan and Iraq will, for the time being, have to raise the UK via an operator.

With ISD, it will cost only the equivalent of £1.05 a minute to phone these two nations, and there is the added bonus of an evening and week-end cheap rate to Iraq, when call costs reduce to 75p a minute.

With Japan and Iraq now on a 'direct line', British ISD users have direct dialling facilities to more than 300 million telephones around the world.

Regional exhibitions to promote UK products

Trade and Tourist Marketing Services has organised a series of trade exhibitions in various regions on the Continent, to promote and sell British products. The company feels that British goods have until now not been adequately sold abroad and tremendous opportunities exist for British products to be marketed on a regional basis overseas.

This service should bring within financial reach of the smallest industry, the opportunity not only to display and sell its products to a potential market but to cultivate that market intensively.

The company claims that regionalisation assists selling at a more personalised and intensive level, and offers contact with wholesalers, retailers and practically the whole spectrum of the area's industry, at a much easier pace.

As it is intended to limit the exhibitors to one from each industry, the non-competitive

One shipment for 1,100 cars at Liverpool

In the biggest single shipment of export cars ever handled at the port, the Port of Liverpool has loaded 1,100 British Leyland cars into one ship at Royal Seaforth dock. They were stowed aboard the Japanese car carrier *Hohkokhusan Maru*, bound for three ports in the Gulf States of America. The Port of Liverpool has been handling large cargoes of cars for several years, particularly at Royal Seaforth with its roll-on, roll-off facilities and at the port's specialised Irish car-ferry berths.

Can you help exporters?

If your company provides services for exporters, in, for example, the packing, forwarding, shipping air and sea services, banking, translation or any other related field we would be glad to have news of any new developments, together with a good newsworthy photograph. This 'Export Services' feature will be published at regular intervals in future as part of the service which *Trade and Industry* provides in its Overseas Trade section. Material should be addressed to the Overseas Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Colin Beadle at T. G. Scott's on 01-242 6264.

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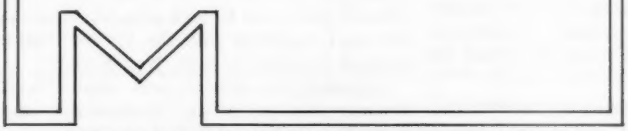

ENCIRCLE TI 238 ON PAGE 335 FOR FURTHER INFORMATION

NB

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

In 1976 trade with the Netherlands is already up by 17%

The Netherlands-British Chamber of Commerce is urgently searching for British companies wishing to export to the Netherlands

Please send name/address of your company and list of products/services to be exported, brochures and price lists to:

The Netherlands-British Chamber of Commerce
307/308 High Holborn, London WC1V 7LS
London: 01-405 1358 Manchester: 061-834 5674

ENCIRCLE TI 239 ON PAGE 335 FOR FURTHER INFORMATION

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

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T.T.M.S

IF

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1977

BRITISH WEEK EXHIBITIONS

(FOR TRADE & TOURIST INDUSTRY)

IN FRANCE, LUXEMBOURG & BELGIUM

For more details please write to:
T.T.M.S. OVERSEAS PROMOTIONS
22 Silver Street, Trowbridge
WILTSHIRE. BA14 8AE.
Tel. (02214) 5613.

ENCIRCLE TI 243 ON PAGE 335 FOR FURTHER INFORMATION

element offers each exhibitor exclusive access to the entirety of customers visiting the exhibition and eases pressure on closing sales.

The exhibitions will also provide exhibitors with the opportunity to appoint retail and wholesale agents in the area.

The venues chosen are Strasbourg, Lille, Rouen, Caen, Brest, Rennes, Le Mans, Nantes, Brussels and Luxembourg.

The 1977 series starts in May in Strasbourg and the company is at the moment considering a few more places in other European countries.

East Midlands Airport to expand airfreight services

Plans for extensions to one of the existing cargo terminals, the allocation of land for development on a ground lease basis and the formation of an airport freight agents' association indicate the importance attached to the development of the airfreight business by all those connected with East Midlands Airport at Castle Donington, Leicestershire.

East Midlands Airport is becoming increasingly important as a departure point for freight – and passengers – to all parts of the world.

In 11 years, the airfreight passing through the airport rose from an insignificant 357,601kg in the first nine months of operation to an imposing 8,237,445kg in 1974. The 1974 figure was almost 30 per cent higher than in 1973.

Action is already being taken to resolve the shortage of freight accommodation. A contract for a 10,000 sq ft extension to the airport's cargo terminal 2 has been let and the work should be complete by the middle of 1977. In addition, land is now available on a ground lease basis for freight companies to develop themselves.

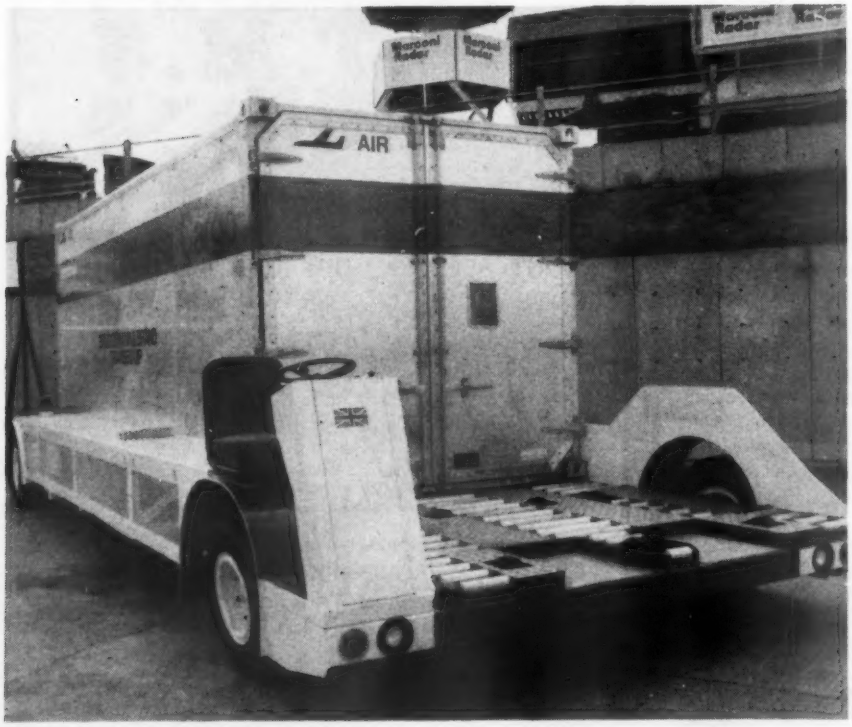
New office block for London's covered wharf

Work has begun on the new six-storey shipping offices for Freight Express Seacon inside London's first covered dock terminal at Express Wharf, Millwall. It marks the second stage of the total development of the wharf where, since the covered terminal was opened in May, as many as three ships at a time have been unloaded and loaded under cover.

The company also plan to build a second road access into the covered terminal to allow independent entry/exit points for lorries. Since opening the terminal the volume of road transport has increased considerably and the second access point will speed up vehicle turnround.

Container shifter

A new container transporter designed and developed by Cargomatic Ltd, of West Drayton, is pictured carrying an 8 ft x 8 ft x 20 ft container for front-end loading, wide-bodied jets. The 2420 will also handle two 10 ft containers or other proportional configurations. The vehicle is self-propelled by either a pertol or diesel engine, has a cargo capacity of 9,071kg and has eight sets of pneumatic wheels which are hydraulically activated from the driver's position.



Hay Pollock on the move at Hull

Because of the continued expansion and growth of their Hull office, Hay Pollock have moved to new and larger premises at King George Dock. This new location should, the company says, prove useful for self-drive vehicles and the larger premises will allow the development of a new transport department, providing haulage facilities for unaccompanied trailers. Tilt trailers and ISO containers can also be supplied.

Hay Pollock's Hull office is predominantly a full-load operation catering for the specialised needs of local industry, particularly the oil, chemical and machinery industries.

Three new airfreight consolidation services to US

Mitchell Cotts Airfreight (UK) Ltd have introduced three new direct consolidation services to Boston, Chicago and Los Angeles. These are intended to overcome the many delays experienced by both exporters from the UK and importers into the United States, through Kennedy Airport, New York.

Consolidation services will depart from London Heathrow on Wednesdays and Saturdays arriving at their destination on the same day. There they will be handled by WITS Air Freight, Mitchell Cotts' partners in this new service.

Igloo containers for all freight

Alan Butcher Associates Ltd of Salisbury, has launched a new range of GRP igloo containers for air freight transport. The units conform to IATA specifications and are manufactured in a variety of contours and sizes.

The company claims that the new lightweight GRP Igloo containers offer air freight shippers better security and weather protection for goods, particularly for inter-modal door-to-door delivery. The units fit on to conventional air freight pallets and cargo restraint nets can be used internally for part loads.

Export documentation service

International Express can produce a tailor-made system of export documentation which, say the company, could help increase an exporter's overseas orders. The aim is to relieve the exporter of the problems of documentations from time of manufacture to lodgement of documents with UK bank or overseas customer, allowing him to concentrate on manufacturing and selling.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,209	10,399	1,807	1,976			
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,347	−5,220	1,873
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	110	8,986		467	615	197	91	32	47	−395	−949	554
1974 1st qtr	106	8,853	2,594	510	591	−105	−21	18	−38	−822	−1,288	466
2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−452	−852	400
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−366	−681	315
3rd qtr.	107	8,776	2,528	416	496	−214	−234	−29	38	−561	−989	428
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−294	−682	388
1976 1st qtr.	109	8,866	2,448	402	460	22	31	23	12	−39	−473	434
2nd qtr.	108	8,789		411	475	−161	−130	−22	−55	−553	−1,040	487
3rd qtr.		8,860 pe								−705	−1,185	480
% change last 2 qtrs. on prev. 2 qtrs.	+1.3	+0.1	−1.9	−1.1	−3.8							
on a year earlier	−0.1	+0.1	−4.3	−11.1	−5.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907 On a balance of payments basis	1970 7,932
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102.8	108.5	16.0	215.3	152.0	138.7	599.5●	2.6●	302.2●	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.0	929.0	3.9	148.2●	124.9	125.6
1974 3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.4	99.5	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.0	103.1	106.7	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	137.1
3rd qtr.			108.6 p	97	158.5	13.7	306.6 p	223.1 p	218.6 p	1,307.5	5.5	124.7	132.8 p	137.3 p
1975 Oct.	100.6	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.6	118.9	130.5	128.9
Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.0	102.8	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	103.9	105.7	105.7	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.2	100.7	106.1	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.8	103.2	108.3	87	156.3	12.9	302.0	219.8	218.5	1,294.6	5.5	117.6	129.8	140.0
Aug.	100.8	101.9	108.9	115	158.5	13.8	303.9 p	223.3 p	218.6	1,309.4	5.6	127.5	132.1	131.4
Sept.			108½p	88	160.6	14.3	314.0 p	226.2 p	218.7 p	1,318.6	5.6	129.0	136.6 p	140.4 p
Oct.										1,305.5	5.5	126.2		
% change latest 3 months on prev. 3 months	−1.6	−1.4	+1.8	−8.8	+2.3		+4.8	+4.0	+2.7	+3.5		+8.6	−3	—
on a year earlier	+1.8	+2.6	+2.9	−6.1	+13.7		+28.2	+15.4	+17.9	+26.1		−0.8	+11	+8

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ● Average of 11 months

Inquiries: 01-215 3453

Motor vehicle output in September

Production of cars in the five weeks ending 25 September of 98,204 units (19,641 per week) was 18 per cent below the level in September 1975. In the first nine months of 1976, car production was 2 per cent higher than in the same period last year. Production for export was virtually unchanged while that for the home market rose by 4 per cent.

Production of commercial vehicles of 32,015 units (6,403 per week) was 6 per cent below the level in September 1975. Production in the nine months to September was also 6 per cent lower than in the coresponding period of 1975, production for the home market falling by 15 per cent while production for export rose by 4 per cent.

(The summaries which follow are based on the seasonally adjusted figures in table 2.)

Cars

September passenger car production of 100,000 units was 5 per cent below the monthly average for 1975. Output in the third quarter fell by 6 per cent compared with the second quarter; within the total, home market production fell by 10 per cent while production for export was virtually unchanged.

Commercial vehicles

Commercial vehicle production of 29,500 units was 7 per cent below the average monthly level in 1975. In the third quarter, output fell by 2 per cent from the previous quarter. Output for the home market was unchanged while that for export fell by 4 per cent.

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52	735,532	532,164	1,267,696	24,379	194,319	186,386	380,705	7,321
1975 1st quarter	13	242,571	139,736	382,307	29,408	61,402	46,808	108,210	8,324
2nd quarter	13	145,107	142,664	287,771	22,136	49,650	48,435	98,085	7,545
3rd quarter	13	151,830	117,925	269,755	20,750	39,136	38,724	77,860	5,989
4th quarter	13	196,024	131,839	327,863	25,220	44,131	52,419	96,550	7,427
1976 1st quarter	13	209,955	148,844	358,799	27,600	44,978	48,785	93,763	7,213
2nd quarter	13	205,839	143,677	349,516	26,886	46,510	51,249	97,759	7,520
3rd quarter	13	145,427	108,233	253,660	19,512	36,722	39,216	75,938	5,841
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,444	50,426	128,870	25,774	21,736	16,760	38,496	7,699
April	4	57,260	48,895	106,155	26,539	16,866	14,418	31,284	7,821
May	4	35,750	36,423	72,173	18,043	15,879	16,070	31,949	7,987
June	5	52,097	57,346	109,443	21,888	16,905	17,947	34,852	6,970
July	4	39,303	32,345	71,648	17,912	10,995	12,480	23,475	5,869
August	4	40,219	38,525	78,744	19,686	10,117	10,271	20,388	5,097
September	5	72,308	47,055	119,363	23,873	18,024	15,973	33,997	6,799
October	4	60,873	36,246	97,119	24,280	14,964	16,352	31,316	7,829
November	4	65,941	46,021	111,962	27,991	13,994	16,300	30,294	7,574
December	5	69,210	49,572	118,782	23,756	15,173	19,767	34,940	6,988
1976 January	4	56,966	39,432	96,398	24,100	12,051	13,971	26,022	6,506
February	4	68,878	50,913	119,791	29,948	14,468	15,829	30,297	7,574
March	5	84,111	58,499	142,610	28,522	18,459	18,985	37,444	7,489
April	4	54,445	38,281	92,726	23,182	13,209	14,019	27,228	6,807
May	4	76,074	51,169	127,243	31,811	16,122	18,245	34,367	8,592
June	5	75,320	54,227	129,547	25,909	17,179	18,985	36,164	7,233
July	4	56,334	34,350	90,684	22,671	12,389	13,444	25,833	6,458
August	4	32,971	31,801	64,772	16,193	8,871	9,219	18,090	4,523
September	5	56,122	42,082	98,204	19,641	15,462	16,553	32,015	6,403

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HMSO BOOKS

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months gave a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.1	15.5	31.6
1975 1st quarter	80	46	126	20.4	16.5	36.9
2nd quarter	47	44	91	15.6	14.6	30.2
3rd quarter	60	47	107	15.4	14.9	30.3
4th quarter	58	41	99	13.4	16.1	29.5
1976 1st quarter	69	48	117	14.8	17.0	31.8
2nd quarter	67	44	111	14.8	15.6	30.4
3rd quarter	60	44	104	14.8	15.0	29.8
1975 January	76	48	124	20.5	17.6	38.1
February	97	45	142	21.6	17.0	38.6
March	68	44	112	19.1	15.0	34.1
April	65	49	114	17.8	15.2	33.0
May	34	34	68	15.6	14.4	30.0
June	43	48	91	13.5	14.2	27.7
July	57	47	104	15.0	15.0	30.0
August	50	46	96	14.4	15.4	29.7
September	72	48	120	16.7	14.6	31.1
October	57	36	93	14.0	15.7	29.6
November	58	43	101	13.1	16.1	29.2
December	59	44	103	13.0	16.6	29.6
1976 January	56	41	97	12.4	17.2	29.6
February	80	54	134	16.0	17.3	33.3
March	71	50	121	15.9	16.6	32.5
April	64	40	104	14.4	15.4	29.8
May	74	48	122	15.9	16.5	32.4
June	63	46	109	13.9	15.1	29.0
July	82	51	133	17.1	16.2	33.3
August	42	38	80	12.7	13.8	26.5
September	56	44	100	14.4	15.1	29.5
Average of:						
Apr-Jun 1976	67	44	111	14.8	15.6	30.4
Jul-Aug 1976	60	44	104	14.8	15.0	29.8
Percentage change	−10	—	−6	—	−4	−2

'British Labour Statistics: Year Book 1974'

The sixth of the series of year books setting out British labour statistics compiled by the Department of Employment has been published: *British Labour Statistics: Year Book 1974* (HMSO, price £17). It relates to 1974.

Subjects covered include wage rates; hours of work; retail prices; employment; labour turnover; unemployment; vacancies; family expenditure; membership of trade unions; industrial disputes; industrial accidents; costs per unit of output; employers' total labour costs and output per person employed. Regional analyses of many items are also included.

Where appropriate, comparative figures covering 10 years are included. Many of the tables have already appeared in the *Department of Employment Gazette*, but they have now been brought together in one volume for easy reference. Some of the tables contain new material which became available after the original publication.

The year books supplement the information contained in 'British Labour Statistics: Historical Abstract 1886-1968' the standard work of reference, published by HMSO in June 1971. The previous volumes of the year books cover 1969 to 1973 inclusive.

New companies registered

Below are details of new companies registered in Great Britain during 1976 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2,961	—	2,961
Over £100 but under £1,000	65	—	65
£1,000 but under £10,000	870	—	870
£10,000 but under £50,000	355	—	355
£50,000 but under £100,000	58	—	58
£100,000 but under £1,000,000	64	—	64
£1,000,000 and over	4	—	4
Total number	4,377	—	4,377
	£ thous	£ thous	£ thous
Total amount of nominal capital	25,342	—	25,342

Companies registered in Great Britain in 1975 and 1976.

	1975		1976	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3,648	18,631	3,476	21,780
February	3,442	22,886	4,088	19,228
March	3,478	22,419	6,190	41,680
April	4,944	24,352	4,150	22,354
May	4,245	42,314	4,343	25,095
June	3,465	20,856	5,624	25,815
July	3,752	26,703	4,954	58,659
August	3,267	47,668	4,221	44,690
September	3,781	32,241	4,377	25,342
October	3,879	25,224		
November	3,739	35,028		
December	3,450	27,881		
Total	45,090	346,203		

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Sales by wholesale textile houses in August

Sales by wholesale textile houses in August showed an increase of 9 per cent on a year earlier, compared with decreases of 9 per cent in June and 8 per cent in July.

The value of stocks at the end of August showed an increase of 5 per cent compared with the same period last year.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1975	147	*1*	..	..
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
2nd quarter	131	*7*	202	*18*
3rd quarter	148	*13*	194	*12*
4th quarter	173	*6*	198	*–3*
1975 1st quarter	143	*7*	219	*16*
2nd quarter	135	*3*	197	*–2*
3rd quarter	146	*–1*	193	*–1*
4th quarter	165	*–5*	224	*13*
1976 1st quarter	133	*–8*	234	*7*
2nd quarter	127	*–6*	212	*8*
1975 August	126	*–11*	206	*—*
September	186	*1*	193	*–1*
October	193	*–6*	197	*3*
November	150	*–3*	231	*4*
December	153	*–4*	224	*13*
1976 January	86	*–12*	213	*4*
February	138	*–11*	227	*6*
March	174	*–1*	234	*7*
April	136	*–9*	208	*7*
May	128	*—*	217	*2*
June	119	*–9*	212	*8*
July	115	*–8*	221	*6*
August	137	*9*	216	*5*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	Aug. '76	Jan.- Aug.'76	Aug. '76
Women's knitted outerwear, blouses and skirts	5	8	16
Women's coats, costumes, furs and raincoats	–1	8	1
Women's underwear	–20	–11	2
Women's hose and children's socks	7	–9	–3
Women's millinery	–8	–9	–7
Haberdashery, ribbons and wool	32	–2	–9
Children's wear	9	1	23
Men's and boys' shirts, pyjamas and outfitting	–6	–3	–7
Gloves	–3	7	–14
Piece-goods and nets	39	12	30
Household textiles	6	5	40
Floor coverings, furniture and hardware	20	–9	6
Boots and shoes	4	2	11
Total†	9	–6	5

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Made-up clothing: orders and deliveries

In the three months ended July 1976, deliveries by the clothing industry were provisionally estimated to have been 7 per cent higher than in the preceding three months while net new orders were 8 per cent higher. Orders-on-hand at the end of July 1976 were 5 per cent higher than the end-April 1976 level. (These comparisons are based on the seasonally adjusted series in the accompanying table.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent months.

Inquiries: 01-212 0116.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975	143		119		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1974 1st quarter	164	161	111	115	107	108
2nd quarter	171	149	122	113	113	115
3rd quarter	137	143	96	113	115	117
4th quarter	145	145	129	118	122	118
1975 1st quarter	135	139	116	124	116	121
2nd quarter	164	149	131	118	113	111
3rd quarter	132	145	99	117	116	118
4th quarter	143	150	128	117	117	112
1976 1st quarter	124	128	107	110	110	112
2nd quarter p	151	138	129	118	109	111
1974 April	171	163	133	122	115	114
May	182	155	134	109	108	113
June	171	149	100	107	117	118
July	156	149	85	113	112	116
August	143	143	86	112	105	118
September	137	143	116	114	129	116
October	142	140	150	115	141	120
November	152	141	153	122	130	118
December	145	145	85	116	96	115
1975 January	138	137	101	119	103	124
February	134	136	121	123	125	122
March	135	139	124	129	120	119
April	147	146	134	111	117	106
May	166	148	145	119	108	114
June	164	149	115	124	113	114
July	148	148	86	115	112	117
August	135	142	86	111	106	119
September	132	145	126	125	131	118
October	135	140	155	118	135	115
November	145	140	139	110	121	111
December	143	150	91	124	93	111
1976 January	127	126	92	109	100	120
February	126	128	113	114	114	111
March	124	128	115	108	117	105
April p	134	134	131	119	107	106
May p	154	137	153	125	114	121
June p	151	138	103	111	105	107
July p	140	141	98	131	112	116

Manufacturers' stocks in August

It is estimated that manufacturers' stocks rose by about £20 million at 1970 prices, seasonally adjusted, in August. There appears to have been a substantial rise in work in progress during the month, and some destocking of finished goods. There was probably little change in stocks of materials and fuel.

Monthly figures from January 1975 are shown below:

£ million

	1970 prices seasonally adjusted
1975 January	+10
February	+20
March	−10
April	−30
May	−10
June	−70
July	−80
August	−50
September	−100
October	−70
November	−10
December	+10
1976 January	+40
February	No change
March	−10
April	−90
May	+40
June	−70
July	−50
August	+20

Inquiries: 01-215 5215.

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PQ421 Narrow fabrics for second quarter 1976
PQ422.2 Canvas goods and sacks and other made-up textiles for second quarter 1976
PQ450 Footwear for second quarter 1976
PQ464 Cement for second quarter 1976
PQ472 Wooden furniture and upholstery for second quarter 1976
PQ494.3 Sports equipment for second quarter 1976
PQ495 Miscellaneous stationers' goods for second quarter 1976
PQ602 Electricity for second quarter 1976

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Index of retail sales in Northern Ireland in August

The seasonally adjusted index of the value of retail sales in Northern Ireland for August was 259 (1965 = 100), 12 per cent more than in August 1975.

After allowing for price changes, the total volume of sales in August decreased by about 2 per cent compared with the corresponding period last year.

The seasonally adjusted index numbers of the value of sales in August and the percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

	August 1976		
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	259	12
Food shops	97	284	13
Non-food shops	122	236	11
Of which:			
Clothing and footwear shops	36	224	5
Durable goods shops	21	273	20
Miscellaneous non-food shops	43	254	12
Department and general stores	22	184	8

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 22 October 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Under the Doctor	BR/E 38799 24/10/81	86	21 October	Alpha Films Ltd	Thorrawood Ltd
Movietone News 2472	BR/E 38638 24/10/81	8	22 October	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
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Correction to the Register
The playing time of the film 'Gable and Lombard', F 38773 registered on 23 September 1976 has been corrected to 116 minutes.

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A = annually M = monthly Q = quarterly 6M = every six months.

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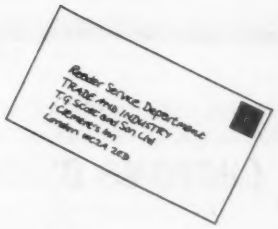

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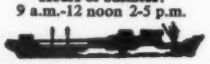

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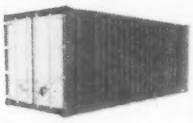

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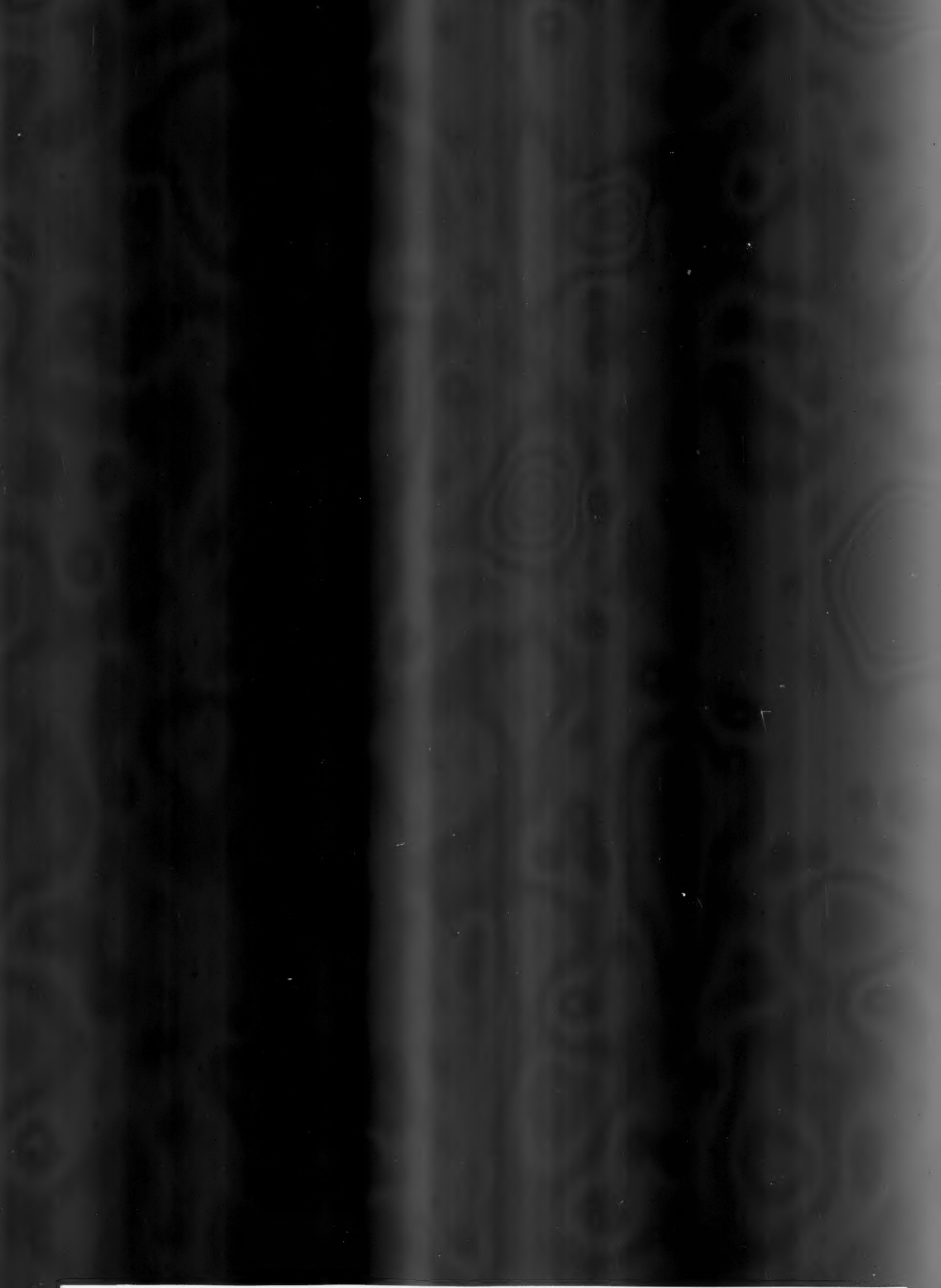
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